UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

(Mark One)

☒ **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE QUARTERLY PERIOD ENDED SEPTEMBER 30, 2020**

OR

☐ **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE TRANSITION PERIOD FROM TO**

Commission File Number: 001-33551

Blackstone

The Blackstone Group Inc.

(Exact name of Registrant as specified in its charter)

Delaware	**20-8875684**
(State or other jurisdiction of incorporation or organization)	**(I.R.S. Employer Identification No.)**

345 Park Avenue
New York, New York 10154
(Address of principal executive offices)(Zip Code)

(212) 583-5000
(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Class A Common Stock	BX	New York Stock Exchange

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes ☒ No ☐

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer ☒	Accelerated filer ☐
Non-accelerated filer ☐	Smaller reporting company ☐
	Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

As of October 30, 2020, there were 674,005,898 shares of Class A common stock, 1 share of Class B common stock and 1 share of Class C common stock of the registrant outstanding.

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Forward-Looking Statements

This report may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which reflect our current views with respect to, among other things, our operations, taxes, earnings and financial performance, share repurchases and dividends. You can identify these forward-looking statements by the use of words such as "outlook," "indicator," "believes," "expects," "potential," "continues," "may," "will," "should," "seeks," "approximately," "predicts," "intends," "plans," "estimates," "anticipates" or the negative version of these words or other comparable words. Such forward-looking statements are subject to various risks and uncertainties. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. We believe these factors include but are not limited to the impact of the novel coronavirus ("COVID-19"), as well as those described under the section entitled "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2019 and in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020, as such factors may be updated from time to time in our periodic filings with the United States Securities and Exchange Commission ("SEC"), which are accessible on the SEC's website at www.sec.gov. These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this report and in our other periodic filings. The forward-looking statements speak only as of the date of this report, and we undertake no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise.

Website and Social Media Disclosure

We use our website (www.blackstone.com), Facebook page (www.facebook.com/blackstone), Twitter (www.twitter.com/blackstone), LinkedIn (www.linkedin.com/company/blackstonegroup), Instagram (www.instagram.com/blackstone), SoundCloud (www.soundcloud.com/blackstone-300250613), PodBean (www.blackstone.podbean.com), Spotify (https://spoti.fi/2LJ1tHG), YouTube (www.youtube.com/user/blackstonegroup) and Apple Podcast (https://apple.co/31Pe1Gg) accounts as channels of distribution of company information. The information we post through these channels may be deemed material. Accordingly, investors should monitor these channels, in addition to following our press releases, SEC filings and public conference calls and webcasts. In addition, you may automatically receive email alerts and other information about Blackstone when you enroll your email address by visiting the "Contact Us/Email Alerts" section of our website at http://ir.blackstone.com. The contents of our website, any alerts and social media channels are not, however, a part of this report.

Effective July 1, 2019, The Blackstone Group L.P. (the "Partnership") converted from a Delaware limited partnership to a Delaware corporation, The Blackstone Group Inc. (the "Conversion"). This report includes the results for the Partnership prior to the Conversion and The Blackstone Group Inc. following the Conversion. In this report, references to "Blackstone," the "Company," "we," "us" or "our" refer to (a) The Blackstone Group Inc. and its consolidated subsidiaries following the Conversion and (b) the Partnership and its consolidated subsidiaries prior to the Conversion. All references to shares or per share amounts prior to the Conversion refer to units or per unit amounts. Unless otherwise noted, all references to shares or per share amounts following the Conversion refer to shares or per share amounts of Class A common stock. All references to dividends prior to the Conversion refer to distributions. See "Part I. Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations – Organizational Structure."

"Class C Shareholder" refers to Blackstone Group Management L.L.C., the holder of the sole outstanding share of our Class C common stock.

"Blackstone Funds," "our funds" and "our investment funds" refer to the funds and other vehicles that are managed by Blackstone. "Our carry funds" refers to funds managed by Blackstone that have commitment-based multi-year drawdown structures that pay carry on the realization of an investment.

We refer to our flagship corporate private equity funds as Blackstone Capital Partners ("BCP") funds, our energy-focused private equity funds as Blackstone Energy Partners ("BEP") funds, our core private equity funds as Blackstone Core Equity Partners ("BCEP"), our opportunistic investment platform that invests globally across asset classes, industries and geographies as Blackstone Tactical Opportunities ("Tactical Opportunities"), our secondary fund of funds business as Strategic Partners Fund Solutions ("Strategic Partners"), our infrastructure-focused funds as Blackstone Infrastructure Partners ("BIP"), our life sciences private investment platform, Blackstone Life Sciences ("BXLS"), our growth equity investment platform, Blackstone Growth ("BXG"), our multi-asset investment program for eligible high net worth investors offering exposure to certain of our key illiquid investment strategies through a single commitment as Blackstone Total Alternatives Solution ("BTAS") and our capital markets services business as Blackstone Capital Markets ("BXCM").

We refer to our real estate opportunistic funds as Blackstone Real Estate Partners ("BREP") funds and our real estate debt investment funds as Blackstone Real Estate Debt Strategies ("BREDS") funds. We refer to our real estate investment trusts as "REITs", to Blackstone Mortgage Trust, Inc., our NYSE-listed REIT, as "BXMT", and to Blackstone Real Estate Income Trust, Inc., our non-exchange traded REIT, as "BREIT". We refer to our real estate funds which target substantially stabilized assets in prime markets, as Blackstone Property Partners ("BPP") funds. We refer to BPP and BREIT collectively as our core+ real estate strategies.

"Our hedge funds" refers to our funds of hedge funds, hedge funds, certain of our real estate debt investment funds, including a registered investment company, and certain other credit-focused funds which are managed by Blackstone. "BIS" refers to Blackstone Insurance Solutions, which partners with insurers to deliver bespoke, capital-efficient investments tailored to each insurer's needs and risk profile.

Effective January 1, 2020, the Credit segment was renamed Credit & Insurance. There was no change to the composition of the segment or historical results.

"Assets Under Management" refers to the assets we manage. Our Assets Under Management equals the sum of:

(a) the fair value of the investments held by our carry funds and our side-by-side and co-investment entities managed by us, plus (1) the capital that we are entitled to call from investors in those funds and entities pursuant to the terms of their respective capital commitments, including capital commitments to funds that have yet to commence their investment periods, or (2) for certain credit-focused funds the amounts available to be borrowed under asset based credit facilities,

(b) the net asset value of (1) our hedge funds, real estate debt carry funds, secondary funds of funds, BPP, certain co-investments managed by us, certain credit-focused funds, and our Hedge Fund Solutions drawdown funds (plus, in each case, the capital that we are entitled to call from investors in those funds, including commitments yet to commence their investment periods), and (2) our funds of hedge funds, our Hedge Fund Solutions registered investment companies, and BREIT,

(c) the invested capital, fair value or net asset value of assets we manage pursuant to separately managed accounts,

(d) the amount of debt and equity outstanding for our collateralized loan obligations ("CLO") during the reinvestment period,

(e) the aggregate par amount of collateral assets, including principal cash, for our CLOs after the reinvestment period,

(f) the gross or net amount of assets (including leverage where applicable) for our credit-focused registered investment companies, and

(g) the fair value of common stock, preferred stock, convertible debt, or similar instruments issued by BXMT.

Our carry funds are commitment-based drawdown structured funds that do not permit investors to redeem their interests at their election. Our funds of hedge funds, hedge funds, funds structured like hedge funds and other open-ended funds in our Real Estate, Hedge Fund Solutions and Credit & Insurance segments generally have structures that afford an investor the right to withdraw or redeem their interests on a periodic basis (for example, annually or quarterly), typically with 30 to 95 days' notice, depending on the fund and the liquidity profile of the underlying assets. Investment advisory agreements related to certain separately managed accounts in our Hedge Fund Solutions and Credit & Insurance segments, excluding our BIS separately managed accounts, may generally be terminated by an investor on 30 to 90 days' notice.

"Fee-Earning Assets Under Management" refers to the assets we manage on which we derive management fees and/or performance revenues. Our Fee-Earning Assets Under Management equals the sum of:

(a) for our Private Equity segment funds and Real Estate segment carry funds, including certain BREDS and Hedge Fund Solutions funds, the amount of capital commitments, remaining invested capital, fair value, net asset value or par value of assets held, depending on the fee terms of the fund,

(b) for our credit-focused carry funds, the amount of remaining invested capital (which may include leverage) or net asset value, depending on the fee terms of the fund,

(c) the remaining invested capital or fair value of assets held in co-investment vehicles managed by us on which we receive fees,

(d) the net asset value of our funds of hedge funds, hedge funds, BPP, certain co-investments managed by us, certain registered investment companies, BREIT, and certain of our Hedge Fund Solutions drawdown funds,

(e) the invested capital, fair value of assets or the net asset value we manage pursuant to separately managed accounts,

(f) the net proceeds received from equity offerings and accumulated core earnings of BXMT, subject to certain adjustments,

(g) the aggregate par amount of collateral assets, including principal cash, of our CLOs, and

(h) the gross amount of assets (including leverage) or the net assets (plus leverage where applicable) for certain of our credit-focused registered investment companies.

Each of our segments may include certain Fee-Earning Assets Under Management on which we earn performance revenues but not management fees.

Our calculations of assets under management and fee-earning assets under management may differ from the calculations of other asset managers, and as a result this measure may not be comparable to similar measures presented by other asset managers. In addition, our calculation of assets under management includes commitments to, and the fair value of, invested capital in our funds from Blackstone and our personnel, regardless of whether such commitments or invested capital are subject to fees. Our definitions of assets under management and fee-earning assets under management are not based on any definition of assets under management and fee-earning assets under management that is set forth in the agreements governing the investment funds that we manage.

For our carry funds, total assets under management includes the fair value of the investments held and uncalled capital commitments, whereas fee-earning assets under management includes the total amount of capital commitments or the remaining amount of invested capital at cost depending on whether the investment period has expired or as specified by the fee terms of the fund. As such, fee-earning assets under management may be greater than total assets under management when the aggregate fair value of the remaining investments is less than the cost of those investments.

“Perpetual Capital” refers to the component of assets under management with an indefinite term, that is not in liquidation, and for which there is no requirement to return capital to investors through redemption requests in the ordinary course of business, except where funded by new capital inflows. Perpetual Capital includes co-investment capital with an investor right to convert into Perpetual Capital.

This report does not constitute an offer of any Blackstone Fund.

Part I. Financial Information

Item 1. Financial Statements

The Blackstone Group Inc.
Condensed Consolidated Statements of Financial Condition (Unaudited)
(Dollars in Thousands, Except Share Data)

	September 30, 2020	December 31, 2019
Assets		
Cash and Cash Equivalents	$ 2,628,895	$ 2,172,441
Cash Held by Blackstone Funds and Other	85,218	351,210
Investments (including assets pledged of $116,638 and $196,094 at September 30, 2020 and December 31, 2019, respectively)	14,423,456	22,281,682
Accounts Receivable	477,601	975,075
Due from Affiliates	2,817,304	2,594,873
Intangible Assets, Net	344,258	397,508
Goodwill	1,869,860	1,869,860
Other Assets	544,905	382,493
Right-of-Use Assets	544,361	471,059
Deferred Tax Assets	1,305,707	1,089,305
Total Assets	$ 25,041,565	$ 32,585,506
Liabilities and Equity		
Loans Payable	$ 5,570,888	$ 11,080,723
Due to Affiliates	1,064,336	1,026,871
Accrued Compensation and Benefits	3,349,418	3,796,044
Securities Sold, Not Yet Purchased	51,231	75,545
Repurchase Agreements	80,597	154,118
Operating Lease Liabilities	621,408	542,994
Accounts Payable, Accrued Expenses and Other Liabilities	804,009	806,159
Total Liabilities	11,541,887	17,482,454
Commitments and Contingencies		
Redeemable Non-Controlling Interests in Consolidated Entities	63,384	87,651
Equity		
Stockholders’ Equity of The Blackstone Group Inc.		
Class A Common Stock, $0.00001 par value, 90 billion shares authorized, (680,680,748 shares issued and outstanding as of September 30, 2020; 671,157,692 shares issued and outstanding as of December 31, 2019)	7	7
Class B Common Stock, $0.00001 par value, 999,999,000 shares authorized, (1 share issued and outstanding as of September 30, 2020 and December 31, 2019)	—	—
Class C Common Stock, $0.00001 par value, 1,000 shares authorized, (1 share issued and outstanding as of September 30, 2020 and December 31, 2019)	—	—
Additional Paid-in-Capital	6,243,722	6,428,647
Retained Earnings (Deficit)	(36,432)	609,625
Accumulated Other Comprehensive Loss	(27,407)	(28,495)
Total Stockholders’ Equity of The Blackstone Group Inc.	6,179,890	7,009,784
Non-Controlling Interests in Consolidated Entities	3,946,190	4,186,069
Non-Controlling Interests in Blackstone Holdings	3,310,214	3,819,548
Total Equity	13,436,294	15,015,401
Total Liabilities and Equity	$ 25,041,565	$ 32,585,506

continued...

See notes to condensed consolidated financial statements.

The Blackstone Group Inc.
Condensed Consolidated Statements of Financial Condition (Unaudited)
(Dollars in Thousands)

The following presents the asset and liability portion of the consolidated balances presented in the Condensed Consolidated Statements of Financial Condition attributable to consolidated Blackstone Funds which are variable interest entities. The following assets may only be used to settle obligations of these consolidated Blackstone Funds and these liabilities are only the obligations of these consolidated Blackstone Funds and they do not have recourse to the general credit of Blackstone.

During the three months ended September 30, 2020, Blackstone deconsolidated nine CLO vehicles. See Note 9. "Variable Interest Entities" for additional details.

	September 30, 2020	December 31, 2019
Assets		
Cash Held by Blackstone Funds and Other	$ 85,218	$ 351,210
Investments	1,483,501	8,371,899
Accounts Receivable	115,064	220,372
Due from Affiliates	7,003	7,856
Other Assets	490	1,204
Total Assets	$ 1,691,276	$ 8,952,541
Liabilities		
Loans Payable	$ 99	$ 6,479,867
Due to Affiliates	73,711	142,546
Securities Sold, Not Yet Purchased	41,862	55,289
Repurchase Agreements	80,597	154,118
Accounts Payable, Accrued Expenses and Other Liabilities	44,117	301,355
Total Liabilities	$ 240,386	$ 7,133,175

See notes to condensed consolidated financial statements.

The Blackstone Group Inc.
Condensed Consolidated Statements of Operations (Unaudited)
(Dollars in Thousands, Except Share and Per Share Data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Revenues				
Management and Advisory Fees, Net	$ 1,053,851	$ 878,151	$ 2,958,411	$ 2,528,255
Incentive Fees	13,498	8,254	40,959	42,301
Investment Income (Loss)				
Performance Allocations				
Realized	371,406	446,550	640,846	1,021,445
Unrealized	1,403,480	176,370	(981,678)	998,101
Principal Investments				
Realized	61,017	74,642	170,814	292,943
Unrealized	295,308	15,391	(332,295)	147,090
Total Investment Income (Loss)	2,131,211	712,953	(502,313)	2,459,579
Interest and Dividend Revenue	26,497	42,482	85,505	130,252
Other	(192,159)	93,273	(109,559)	86,403
Total Revenues	3,032,898	1,735,113	2,473,003	5,246,790
Expenses				
Compensation and Benefits				
Compensation	460,983	462,766	1,395,983	1,372,684
Incentive Fee Compensation	7,385	5,419	22,339	19,711
Performance Allocations Compensation				
Realized	142,149	155,663	253,141	367,883
Unrealized	509,474	94,907	(433,091)	446,440
Total Compensation and Benefits	1,119,991	718,755	1,238,372	2,206,718
General, Administrative and Other	171,041	171,067	497,658	492,437
Interest Expense	39,540	53,362	120,460	138,960
Fund Expenses	2,274	4,036	10,962	12,509
Total Expenses	1,332,846	947,220	1,867,452	2,850,624
Other Income (Loss)				
Change in Tax Receivable Agreement Liability	(7,693)	174,606	(8,212)	174,606
Net Gains (Losses) from Fund Investment Activities	108,752	48,450	(60,325)	239,906
Total Other Income (Loss)	101,059	223,056	(68,537)	414,512
Income Before Provision (Benefit) for Taxes	1,801,111	1,010,949	537,014	2,810,678
Provision (Benefit) for Taxes	100,960	(156,786)	89,672	(76,895)
Net Income	1,700,151	1,167,735	447,342	2,887,573
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	6,868	(8)	(12,027)	3,567
Net Income (Loss) Attributable to Non-Controlling Interests in Consolidated Entities	259,761	88,406	(90,938)	355,983
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings	638,803	299,900	253,814	961,490
Net Income Attributable to The Blackstone Group Inc.	$ 794,719	$ 779,437	$ 296,493	$ 1,566,533
Net Income Per Share of Class A Common Stock				
Basic	$ 1.14	$ 1.15	$ 0.43	$ 2.32
Diluted	$ 1.13	$ 1.15	$ 0.43	$ 2.32
Weighted-Average Shares of Class A Common Stock Outstanding				
Basic	700,184,580	675,963,129	695,049,997	674,714,040
Diluted	700,527,966	676,219,758	695,337,575	674,979,047

See notes to condensed consolidated financial statements.

The Blackstone Group Inc.
Condensed Consolidated Statements of Comprehensive Income (Unaudited)
(Dollars in Thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	**2019**	**2020**	**2019**
Net Income	$ 1,700,151	$ 1,167,735	$ 447,342	$ 2,887,573
Other Comprehensive Income (Loss), Currency Translation Adjustment	14,791	(13,507)	2,888	2,429
Comprehensive Income	1,714,942	1,154,228	450,230	2,890,002
Less:				
Comprehensive Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	6,868	(8)	(12,027)	3,567
Comprehensive Income (Loss) Attributable to Non-Controlling Interests in Consolidated Entities	259,761	88,406	(90,938)	355,983
Comprehensive Income Attributable to Non-Controlling Interests in Blackstone Holdings	644,243	294,024	255,614	962,616
Comprehensive Income Attributable to Non-Controlling Interests	910,872	382,422	152,649	1,322,166
Comprehensive Income Attributable to The Blackstone Group Inc.	$ 804,070	$ 771,806	$ 297,581	$ 1,567,836

See notes to condensed consolidated financial statements.

The Blackstone Group Inc.
Condensed Consolidated Statements of Changes in Equity (Unaudited)
(Dollars in Thousands, Except Share Data)

	Shares of The Blackstone Group Inc. (a)	The Blackstone Group Inc. (a)								
	Class A Common Stock	Class A Common Stock	Additional Paid-in-Capital	Retained Earnings (Deficit)	Accumulated Other Compre-hensive Income (Loss)	Total	Non-Controlling Interests in Consolidated Entities	Non-Controlling Interests in Blackstone Holdings	Total Equity	Redeemable Non-Controlling Interests in Consolidated Entities
Balance at June 30, 2020	676,874,583	$ 7	$ 6,272,040	$ (574,295)	$ (36,758)	$ 5,660,994	$ 3,900,429	$ 2,866,043	$12,427,466	$ 68,564
Transfer Out Due to Deconsolidation of Fund Entities	—	—	—	—	—	—	(216,339)	—	(216,339)	—
Net Income	—	—	—	794,719	—	794,719	259,761	638,803	1,693,283	6,868
Currency Translation Adjustment	—	—	—	—	9,351	9,351	—	5,440	14,791	—
Capital Contributions	—	—	—	—	—	—	74,762	2,719	77,481	—
Capital Distributions	—	—	—	(256,856)	—	(256,856)	(69,761)	(217,337)	(543,954)	(12,048)
Transfer of Non-Controlling Interests in Consolidated Entities	—	—	—	—	—	—	(2,662)	—	(2,662)	—
Deferred Tax Effects Resulting from Acquisition of Ownership Interests from Non-Controlling Interest Holders	—	—	4,392	—	—	4,392	—	—	4,392	—
Equity-Based Compensation	—	—	57,098	—	—	57,098	—	42,812	99,910	—
Net Delivery of Vested Blackstone Holdings Partnership Units and Shares of Class A Common Stock	1,002,685	—	(12,430)	—	—	(12,430)	—	—	(12,430)	—
Repurchase of Shares of Class A Common Stock and Blackstone Holdings Partnership Units	(2,000,000)	—	(105,644)	—	—	(105,644)	—	—	(105,644)	—
Change in The Blackstone Group Inc.'s Ownership Interest	—	—	862	—	—	862	—	(862)	—	—
Conversion of Blackstone Holdings Partnership Units to Shares of Class A Common Stock	4,803,480	—	27,404	—	—	27,404	—	(27,404)	—	—
Balance at September 30, 2020	680,680,748	$ 7	$ 6,243,722	$ (36,432)	$ (27,407)	$ 6,179,890	$ 3,946,190	$ 3,310,214	$13,436,294	$ 63,384

(a) Following the Conversion, Blackstone also has one share outstanding of each of Class B and Class C common stock, with par value of each less than one cent. After initial issuance, there have been no changes to the amounts related to Class B and Class C common stock during the period presented.

continued...

See notes to condensed consolidated financial statements.

The Blackstone Group Inc.
Condensed Consolidated Statements of Changes in Equity (Unaudited)
(Dollars in Thousands, Except Share Data)

	Shares of The Blackstone Group Inc. (a)		The Blackstone Group Inc. (a)									
	Common Units	Class A Common Stock	Partners' Capital	Class A Common Stock	Additional Paid-in-Capital	Retained Earnings	Accumulated Other Compre-hensive Income (Loss)	Total	Non-Controlling Interests in Consolidated Entities	Non-Controlling Interests in Blackstone Holdings	Total Equity	Redeemable Non-Controlling Interests in Consolidated Entities
Balance at June 30, 2019	660,588,369	—	$ 6,335,897	$ —	$ —	$ —	$ (27,542)	$ 6,308,355	$ 3,869,303	$ 3,786,118	$13,963,776	$ 101,310
Reclassifications Resulting from Conversion to a Corporation	(660,588,369)	660,588,369	(6,335,897)	7	6,335,890	—	—	—	—	—	—	—
Net Income (Loss)	—	—	—	—	—	779,437	—	779,437	88,406	299,900	1,167,743	(8)
Currency Translation Adjustment	—	—	—	—	—	—	(7,631)	(7,631)	—	(5,876)	(13,507)	—
Capital Contributions	—	—	—	—	—	—	—	—	237,640	—	237,640	—
Capital Distributions	—	—	—	—	—	(322,623)	—	(322,623)	(158,703)	(287,562)	(768,888)	(7,635)
Transfer of Non-Controlling Interests in Consolidated Entities	—	—	—	—	—	—	—	—	(1,133)	—	(1,133)	—
Deferred Tax Effects Resulting from Acquisition of Ownership Interests from Non-Controlling Interest Holders	—	—	—	—	(30,055)	—	—	(30,055)	—	—	(30,055)	—
Equity-Based Compensation	—	—	—	—	79,845	—	—	79,845	—	62,757	142,602	—
Net Delivery of Vested Blackstone Holdings Partnership Units and Shares of Class A Common Stock	—	887,507	—	—	(8,529)	—	—	(8,529)	—	—	(8,529)	—
Repurchase of Shares of Class A Common Stock and Blackstone Holdings Partnership Units	—	(3,150,000)	—	—	(153,855)	—	—	(153,855)	—	—	(153,855)	—
Change in The Blackstone Group Inc.'s Ownership Interest	—	—	—	—	11,976	—	—	11,976	—	(11,976)	—	—
Conversion of Blackstone Holdings Partnership Units to Shares of Class A Common Stock	—	7,931,429	—	—	57,493	—	—	57,493	—	(57,493)	—	—
Balance at September 30, 2019	—	666,257,305	$ —	$ 7	$ 6,292,765	$ 456,814	$ (35,173)	$ 6,714,413	$ 4,035,513	$ 3,785,868	$14,535,794	$ 93,667

(a) Following the conversion to a corporation, Blackstone also has one share outstanding of each of Class B and Class C common stock, with par value of each less than one cent. After initial issuance, there have been no changes to the amounts related to Class B and Class C common stock during the period presented.

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See notes to condensed consolidated financial statements.

The Blackstone Group Inc.
Condensed Consolidated Statements of Changes in Equity (Unaudited)
(Dollars in Thousands, Except Share Data)

	Shares of The Blackstone Group Inc. (a)	The Blackstone Group Inc. (a)									
	Class A Common Stock	Class A Common Stock	Additional Paid-in-Capital	Retained Earnings (Deficit)	Accumulated Other Compre-hensive Income (Loss)	Total	Non-Controlling Interests in Consolidated Entities	Non-Controlling Interests in Blackstone Holdings	Total Equity	Redeemable Non-Controlling Interests in Consolidated Entities
Balance at December 31, 2019	671,157,692	$ 7	$ 6,428,647	$ 609,625	$ (28,495)	$ 7,009,784	$ 4,186,069	$ 3,819,548	$15,015,401	$ 87,651
Transfer Out Due to Deconsolidation of Fund Entities	—	—	—	—	—	—	(216,339)	—	(216,339)	—
Net Income (Loss)	—	—	—	296,493	—	296,493	(90,938)	253,814	459,369	(12,027)
Currency Translation Adjustment	—	—	—	—	1,088	1,088	—	1,800	2,888	—
Capital Contributions	—	—	—	—	—	—	447,723	2,719	450,442	—
Capital Distributions	—	—	—	(942,550)	—	(942,550)	(375,558)	(786,392)	(2,104,500)	(12,240)
Transfer of Non-Controlling Interests in Consolidated Entities	—	—	—	—	—	—	(4,767)	—	(4,767)	—
Deferred Tax Effects Resulting from Acquisition of Ownership Interests from Non-Controlling Interest Holders	—	—	19,592	—	—	19,592	—	—	19,592	—
Equity-Based Compensation	—	—	181,377	—	—	181,377	—	136,912	318,289	—
Net Delivery of Vested Blackstone Holdings Partnership Units and Shares of Class A Common Stock	2,742,841	—	(30,069)	—	—	(30,069)	—	(7)	(30,076)	—
Repurchase of Shares of Class A Common Stock and Blackstone Holdings Partnership Units	(8,969,237)	—	(474,005)	—	—	(474,005)	—	—	(474,005)	—
Change in The Blackstone Group Inc.'s Ownership Interest	—	—	14,647	—	—	14,647	—	(14,647)	—	—
Conversion of Blackstone Holdings Partnership Units to Shares of Class A Common Stock	15,749,452	—	103,533	—	—	103,533	—	(103,533)	—	—
Balance at September 30, 2020	680,680,748	$ 7	$ 6,243,722	$ (36,432)	$ (27,407)	$ 6,179,890	$ 3,946,190	$ 3,310,214	$13,436,294	$ 63,384

(a) Following the Conversion, Blackstone also has one share outstanding of each of Class B and Class C common stock, with par value of each less than one cent. After initial issuance, there have been no changes to the amounts related to Class B and Class C common stock during the period presented.

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See notes to condensed consolidated financial statements.

The Blackstone Group Inc.
Condensed Consolidated Statements of Changes in Equity (Unaudited)
(Dollars in Thousands, Except Share Data)

	Shares of The Blackstone Group Inc. (a)		The Blackstone Group Inc. (a)									
	Common Units	Class A Common Stock	Partners' Capital	Class A Common Stock	Additional Paid-in-Capital	Retained Earnings	Accumulated Other Compre-hensive Income (Loss)	Total	Non-Controlling Interests in Consolidated Entities	Non-Controlling Interests in Blackstone Holdings	Total Equity	Redeemable Non-Controlling Interests in Consolidated Entities
Balance at December 31, 2018	663,212,830	—	$ 6,415,700	$ —	$ —	$ —	$ (36,476)	$ 6,379,224	$ 3,648,766	$ 3,584,317	$13,612,307	$ 141,779
Net Income	—	—	787,096	—	—	779,437	—	1,566,533	355,983	961,490	2,884,006	3,567
Currency Translation Adjustment	—	—	—	—	—	—	1,303	1,303	—	1,126	2,429	—
Capital Contributions	—	—	—	—	—	—	—	—	526,916	—	526,916	—
Capital Distributions	—	—	(639,210)	—	—	(322,623)	—	(961,833)	(493,723)	(832,038)	(2,287,594)	(51,679)
Transfer of Non-Controlling Interests in Consolidated Entities	—	—	—	—	—	—	—	—	(2,429)	—	(2,429)	—
Deferred Tax Effects Resulting from Acquisition of Ownership Interests from Non-Controlling Interest Holders	—	—	5,016	—	(30,055)	—	—	(25,039)	—	—	(25,039)	—
Equity-Based Compensation	—	—	101,200	—	79,845	—	—	181,045	—	142,370	323,415	—
Net Delivery of Vested Blackstone Holdings Partnership Units and Shares of Class A Common Stock	1,853,730	887,507	(10,613)	—	(8,529)	—	—	(19,142)	—	(6)	(19,148)	—
Repurchase of Shares of Class A Common Stock and Blackstone Holdings Partnership Units	(8,100,000)	(3,150,000)	(325,214)	—	(153,855)	—	—	(479,069)	—	—	(479,069)	—
Change in The Blackstone Group Inc.'s Ownership Interest	—	—	(23,270)	—	11,976	—	—	(11,294)	—	11,294	—	—
Conversion of Blackstone Holdings Partnership Units to Shares of Class A Common Stock	3,621,809	7,931,429	25,192	—	57,493	—	—	82,685	—	(82,685)	—	—
Reclassifications Resulting from Conversion to a Corporation	(660,588,369)	660,588,369	(6,335,897)	7	6,335,890	—	—	—	—	—	—	—
Balance at September 30, 2019	—	666,257,305	$ —	$ 7	$ 6,292,765	$ 456,814	$ (35,173)	$ 6,714,413	$ 4,035,513	$ 3,785,868	$14,535,794	$ 93,667

(a) Following the conversion to a corporation, Blackstone also has one share outstanding of each of Class B and Class C common stock, with par value of each less than one cent. After initial issuance, there have been no changes to the amounts related to Class B and Class C common stock during the period presented.

See notes to condensed consolidated financial statements.

The Blackstone Group Inc.
Condensed Consolidated Statements of Cash Flows (Unaudited)
(Dollars in Thousands)

	Nine Months Ended September 30,	
	2020	**2019**
Operating Activities		
Net Income	$ 447,342	$ 2,887,573
Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities		
Blackstone Funds Related		
Net Realized Gains on Investments	(696,453)	(1,340,914)
Changes in Unrealized (Gains) Losses on Investments	351,987	(257,207)
Non-Cash Performance Allocations	981,678	(998,101)
Non-Cash Performance Allocations and Incentive Fee Compensation	(168,571)	826,701
Equity-Based Compensation Expense	349,472	331,826
Amortization of Intangibles	53,250	53,250
Other Non-Cash Amounts Included in Net Income	(77,813)	(451,894)
Cash Flows Due to Changes in Operating Assets and Liabilities		
Cash Relinquished with Deconsolidation of Fund Entities	(257,544)	—
Accounts Receivable	464,997	(8,973)
Due from Affiliates	(177,850)	(448,962)
Other Assets	(125,442)	(85,412)
Accrued Compensation and Benefits	(309,237)	(153,980)
Securities Sold, Not Yet Purchased	(26,840)	(61,406)
Accounts Payable, Accrued Expenses and Other Liabilities	98,983	(89,159)
Repurchase Agreements	(73,522)	(59,144)
Due to Affiliates	9,207	26,809
Investments Purchased	(4,947,832)	(6,468,249)
Cash Proceeds from Sale of Investments	5,730,106	7,670,471
Net Cash Provided by Operating Activities	1,625,918	1,373,229
Investing Activities		
Purchase of Furniture, Equipment and Leasehold Improvements	(70,896)	(49,141)
Net Cash Used in Investing Activities	(70,896)	(49,141)
Financing Activities		
Distributions to Non-Controlling Interest Holders in Consolidated Entities	(387,798)	(545,383)
Contributions from Non-Controlling Interest Holders in Consolidated Entities	431,874	520,040
Payments Under Tax Receivable Agreement	(73,881)	(84,640)
Net Settlement of Vested Class A Common Stock and Repurchase of Class A Common Stock and Blackstone Holdings Partnership Units	(504,081)	(498,217)
Proceeds from Loans Payable	890,159	1,551,410

continued...

See notes to condensed consolidated financial statements.

The Blackstone Group Inc.
Condensed Consolidated Statements of Cash Flows (Unaudited)
(Dollars in Thousands)

	Nine Months Ended September 30, 2020	Nine Months Ended September 30, 2019
Financing Activities (Continued)		
Repayment and Repurchase of Loans Payable	$ (1,890)	$ (177,610)
Dividends/Distributions to Shareholders and Unitholders	(1,726,223)	(1,793,871)
Net Cash Used in Financing Activities	(1,371,840)	(1,028,271)
Effect of Exchange Rate Changes on Cash and Cash Equivalents and Cash Held by Blackstone Funds and Other	7,280	3,566
Cash and Cash Equivalents and Cash Held by Blackstone Funds and Other		
Net Increase	190,462	299,383
Beginning of Period	2,523,651	2,545,161
End of Period	$ 2,714,113	$ 2,844,544
Supplemental Disclosure of Cash Flows Information		
Payments for Interest	$ 137,031	$ 124,437
Payments for Income Taxes	$ 115,859	$ 67,867
Supplemental Disclosure of Non-Cash Investing and Financing Activities		
Non-Cash Contributions from Non-Controlling Interest Holders	$ 14,557	$ 4,496
Non-Cash Distributions to Non-Controlling Interest Holders	$ —	$ (18)
Notes Issuance Costs	$ 6,750	$ 12,159
Transfer of Interests to Non-Controlling Interest Holders	$ (4,767)	$ (2,429)
Change in The Blackstone Group Inc.'s Ownership Interest	$ 14,647	$ (11,294)
Net Settlement of Vested Class A Common Stock	$ 113,368	$ 99,079
Conversion of Blackstone Holdings Units to Class A Common Stock	$ 103,533	$ 82,685
Acquisition of Ownership Interests from Non-Controlling Interest Holders		
Deferred Tax Asset	$ (201,188)	$ (41,005)
Due to Affiliates	$ 181,596	$ 66,043
Equity	$ 19,592	$ (25,039)

The following table provides a reconciliation of Cash and Cash Equivalents and Cash Held by Blackstone Funds and Other reported within the Condensed Consolidated Statements of Financial Condition:

	September 30, 2020	December 31, 2019
Cash and Cash Equivalents	$ 2,628,895	$ 2,172,441
Cash Held by Blackstone Funds and Other	85,218	351,210
	$ 2,714,113	$ 2,523,651

See notes to condensed consolidated financial statements.

1. Organization

Effective July 1, 2019, The Blackstone Group L.P. (the "Partnership") converted from a Delaware limited partnership to a Delaware corporation, The Blackstone Group Inc. (the "Conversion"). This report includes the results for the Partnership prior to the Conversion and The Blackstone Group Inc. following the Conversion. In this report, references to "Blackstone" or the "Company" refer to (a) The Blackstone Group Inc. and its consolidated subsidiaries following the Conversion and (b) the Partnership and its consolidated subsidiaries prior to the Conversion. All references to shares or per share amounts prior to the Conversion refer to units or per unit amounts. Unless otherwise noted, all references to shares or per share amounts following the Conversion refer to shares or per share amounts of Class A common stock. All references to dividends prior to the Conversion refer to distributions.

As a result of the Conversion, the financial impact to the condensed consolidated financial statements contained herein consist of (a) a partial step-up in the tax basis of certain assets resulting in the recognition of a net income tax benefit and (b) reclassification from partnership equity accounts to equity accounts appropriate for a corporation. See Note 13. "Income Taxes" for additional information and Note 14. "Earnings Per Share and Stockholder's Equity".

Blackstone, together with its subsidiaries, is one of the world's leading investment firms. Blackstone's asset management business includes investment vehicles focused on real estate, private equity, public debt and equity, growth equity, life sciences, opportunistic, non-investment grade credit, real assets and secondary funds, all on a global basis. "Blackstone Funds" refers to the funds and other vehicles that are managed by Blackstone. Blackstone's business is organized into four segments: Real Estate, Private Equity, Hedge Fund Solutions and Credit & Insurance.

Effective January 1, 2020, the Credit segment was renamed Credit & Insurance. There was no change to the composition of the segment or historical results.

Blackstone was formed on March 12, 2007, and, until the Conversion, was managed and operated by Blackstone Group Management L.L.C., which is in turn wholly owned by Blackstone's senior managing directors and controlled by one of Blackstone's founders, Stephen A. Schwarzman (the "Founder"). Following the Conversion, the Company's equity consists of shares of Class A, B and C common stock. Blackstone Partners L.L.C. is the sole holder of the single share of Class B common stock outstanding and Blackstone Group Management L.L.C. is the sole holder of the single share of Class C common stock outstanding. See Note 14. "Earnings Per Share and Stockholder's Equity".

The activities of Blackstone are conducted through its holding partnerships: Blackstone Holdings I L.P., Blackstone Holdings AI L.P., Blackstone Holdings II L.P., Blackstone Holdings III L.P. and Blackstone Holdings IV L.P. (collectively, "Blackstone Holdings", "Blackstone Holdings Partnerships" or the "Holding Partnerships"). Blackstone, through its wholly owned subsidiaries, is the sole general partner in each of these Holding Partnerships. Generally, holders of the limited partner interests in the Holding Partnerships may, four times each year, exchange their limited partnership interests ("Partnership Units") for Blackstone Class A common stock, on a one-to-one basis, exchanging one Partnership Unit from each of the Holding Partnerships for one share of Blackstone Class A common stock.

2. Summary of Significant Accounting Policies

Basis of Presentation

The accompanying unaudited condensed consolidated financial statements of Blackstone have been prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP") for interim financial information and the instructions to Form 10-Q. The condensed consolidated financial statements, including these notes, are unaudited and exclude some of the disclosures required in audited financial statements. Management believes it has made all necessary adjustments (consisting of only normal recurring items) so that the condensed consolidated financial statements are presented fairly and that estimates made in preparing its condensed consolidated financial statements are reasonable and prudent. The operating results presented for interim periods are not necessarily indicative of the results that may be expected for any other interim period or for the entire year. These condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements included in Blackstone's Annual Report on Form 10-K for the year ended December 31, 2019 filed with the Securities and Exchange Commission.

The condensed consolidated financial statements include the accounts of Blackstone, its wholly owned or majority owned subsidiaries, the consolidated entities which are considered to be variable interest entities and for which Blackstone is considered the primary beneficiary, and certain partnerships or similar entities which are not considered variable interest entities but in which the general partner is determined to have control.

All intercompany balances and transactions have been eliminated in consolidation.

Restructurings within consolidated collateralized loan obligations ("CLOs") are treated as investment purchases or sales, as applicable, in the Condensed Consolidated Statements of Cash Flows.

COVID-19 and Global Economic and Market Conditions

The ongoing novel coronavirus ("COVID-19") pandemic and restrictions on non-essential businesses have caused disruption in the U.S. and global economies. Despite significant market rebounds across many asset classes, the continued rapid development of this situation and uncertainty regarding potential economic recovery precludes any prediction as to the ultimate adverse impact of COVID-19 on financial market and economic conditions. The estimates and assumptions underlying these condensed consolidated financial statements are based on the information available as of September 30, 2020, including judgments about the financial market and economic conditions which may change over time.

Consolidation

Blackstone consolidates all entities that it controls through a majority voting interest or otherwise, including those Blackstone Funds in which the general partner has a controlling financial interest. Blackstone has a controlling financial interest in Blackstone Holdings because the limited partners do not have the right to dissolve the partnerships or have substantive kick-out rights or participating rights that would overcome the control held by Blackstone. Accordingly, Blackstone consolidates Blackstone Holdings and records non-controlling interests to reflect the economic interests of the limited partners of Blackstone Holdings.

In addition, Blackstone consolidates all variable interest entities ("VIE") for which it is the primary beneficiary. An enterprise is determined to be the primary beneficiary if it holds a controlling financial interest. A controlling financial interest is defined as (a) the power to direct the activities of a VIE that most significantly impact the entity's economic performance and (b) the obligation to absorb losses of the entity or the right to receive benefits from the entity that could potentially be significant to the VIE. The consolidation guidance requires an analysis to determine (a) whether an entity in which Blackstone holds a variable interest is a VIE and (b) whether Blackstone's involvement, through holding interests directly or indirectly in the entity or contractually through other variable interests, would give it a controlling financial interest. Performance of that analysis requires the exercise of judgment.

Blackstone determines whether it is the primary beneficiary of a VIE at the time it becomes involved with a variable interest entity and continuously reconsiders that conclusion. In determining whether Blackstone is the primary beneficiary, Blackstone evaluates its control rights as well as economic interests in the entity held either directly or indirectly by Blackstone. The consolidation analysis can generally be performed qualitatively; however, if it is not readily apparent that Blackstone is not the primary beneficiary, a quantitative analysis may also be performed. Investments and redemptions (either by Blackstone, affiliates of Blackstone or third parties) or amendments to the governing documents of the respective Blackstone Funds could affect an entity's status as a VIE or the determination of the primary beneficiary. At each reporting date, Blackstone assesses whether it is the primary beneficiary and will consolidate or deconsolidate accordingly.

Assets of consolidated VIEs that can only be used to settle obligations of the consolidated VIE and liabilities of a consolidated VIE for which creditors (or beneficial interest holders) do not have recourse to the general credit of Blackstone are presented in a separate section in the Condensed Consolidated Statements of Financial Condition.

Blackstone's other disclosures regarding VIEs are discussed in Note 9. "Variable Interest Entities".

Revenue Recognition

Revenues primarily consist of management and advisory fees, incentive fees, investment income, interest and dividend revenue and other.

Management and advisory fees and incentive fees are accounted for as contracts with customers. Under the guidance for contracts with customers, an entity is required to (a) identify the contract(s) with a customer, (b) identify the performance obligations in the contract, (c) determine the transaction price, (d) allocate the transaction price to the performance obligations in the contract, and (e) recognize revenue when (or as) the entity satisfies a performance obligation. In determining the transaction price, an entity may include variable consideration only to the extent that it is probable that a significant reversal in the amount of cumulative revenue recognized would not occur when the uncertainty associated with the variable consideration is resolved. See Note 18. "Segment Reporting" for a disaggregated presentation of revenues from contracts with customers.

Management and Advisory Fees, Net — Management and Advisory Fees, Net are comprised of management fees, including base management fees, transaction and other fees and advisory fees net of management fee reductions and offsets.

Blackstone earns base management fees from limited partners of funds in each of its managed funds, at a fixed percentage of assets under management, net asset value, total assets, committed capital or invested capital. These customer contracts require Blackstone to provide investment management services, which represents a performance obligation that Blackstone satisfies over time. Management fees are a form of variable consideration because the fees Blackstone is entitled to vary based on fluctuations in the basis for the management fee. The amount recorded as revenue is generally determined at the end of the period because these management fees are payable on a regular basis (typically quarterly) and are not subject to clawback once paid.

Transaction, advisory and other fees are principally fees charged to the limited partners of funds indirectly through the managed funds and portfolio companies. The investment advisory agreements generally require that the investment adviser reduce the amount of management fees payable by the limited partners to Blackstone ("management fee reductions") by an amount equal to a portion of the transaction and other fees paid to Blackstone by the portfolio companies. The amount of the reduction varies by fund, the type of fee paid by the portfolio company and the previously incurred expenses of the fund. These fees and associated management fee reductions are a component of the transaction price for Blackstone's performance obligation to provide investment management services to the limited partners of funds and are recognized as changes to the transaction price in the period in which they are charged and the services are performed.

Management fee offsets are reductions to management fees payable by the limited partners of the Blackstone Funds, which are based on the amount such limited partners reimburse the Blackstone Funds or Blackstone primarily for placement fees. Providing investment management services requires Blackstone to arrange for services on behalf of its customers. In those situations where Blackstone is acting as an agent on behalf of the limited partners of funds, it presents the cost of services as net against management fee revenue. In all other situations, Blackstone is primarily responsible for fulfilling the services and is therefore acting as a principal for those arrangements. As a result, the cost of those services is presented as Compensation or General, Administrative and Other expense, as appropriate, with any reimbursement from the limited partners of the funds recorded as Management and Advisory Fees, Net. In cases where the limited partners of the funds are determined to be the customer in an arrangement, placement fees may be capitalized as a cost to acquire a customer contract. Capitalized placement fees are amortized over the life of the customer contract, are recorded within Other Assets in the Consolidated Statements of Financial Condition and amortization is recorded within General, Administrative and Other within the Consolidated Statements of Operations.

Accrued but unpaid Management and Advisory Fees, net of management fee reductions and management fee offsets, as of the reporting date are included in Accounts Receivable or Due from Affiliates in the Condensed Consolidated Statements of Financial Condition.

Incentive Fees — Contractual fees earned based on the performance of Blackstone Funds ("Incentive Fees") are a form of variable consideration in Blackstone's contracts with customers to provide investment management services. Incentive Fees are earned based on fund performance during the period, subject to the achievement of minimum return levels, or high water marks, in accordance with the respective terms set out in each fund's governing agreements. Incentive Fees will not be recognized as revenue until (a) it is probable that a significant reversal in the amount of cumulative revenue recognized will not occur, or (b) the uncertainty associated with the variable consideration is subsequently resolved. Incentive Fees are typically recognized as revenue when realized at the end of the measurement period. Once realized, such fees are not subject to clawback or reversal. Accrued but unpaid Incentive Fees charged directly to investors in Blackstone Funds as of the reporting date are recorded within Due from Affiliates in the Condensed Consolidated Statements of Financial Condition.

Investment Income (Loss) — Investment Income (Loss) represents the unrealized and realized gains and losses on Blackstone's Performance Allocations and Principal Investments.

In carry fund structures, Blackstone, through its subsidiaries, invests alongside its limited partners in a partnership and is entitled to its pro-rata share of the results of the fund (a "pro-rata allocation"). In addition to a pro-rata allocation, and assuming certain investment returns are achieved, Blackstone is entitled to a disproportionate allocation of the income otherwise allocable to the limited partners, commonly referred to as carried interest ("Performance Allocations").

Performance Allocations are made to the general partner based on cumulative fund performance to date, subject to a preferred return to limited partners. At the end of each reporting period, Blackstone calculates the balance of accrued Performance Allocations ("Accrued Performance Allocations") that would be due to Blackstone for each fund, pursuant to the fund agreements, as if the fair value of the underlying investments were realized as of such date, irrespective of whether such amounts have been realized. As the fair value of underlying investments varies between reporting periods, it is necessary to make adjustments to amounts recorded as Accrued Performance Allocations to reflect either (a) positive performance resulting in an increase in the Accrued Performance Allocation to the general partner or (b) negative performance that would cause the amount due to Blackstone to be less than the amount previously recognized as revenue, resulting in a negative adjustment to the Accrued Performance Allocation to the general partner. In each scenario, it is necessary to calculate the Accrued Performance Allocation on cumulative results compared to the Accrued Performance Allocation recorded to date and make the required positive or negative adjustments. Blackstone ceases to record negative Performance Allocations once previously Accrued Performance Allocations for such fund have been fully reversed. Blackstone is not obligated to pay guaranteed returns or hurdles, and therefore, cannot have negative Performance Allocations over the life of a fund. Accrued Performance Allocations as of the reporting date are reflected in Investments in the Condensed Consolidated Statements of Financial Condition.

Performance Allocations are realized when an underlying investment is profitably disposed of and the fund's cumulative returns are in excess of the preferred return or, in limited instances, after certain thresholds for return of capital are met. Performance Allocations are subject to clawback to the extent that the Performance Allocation received to date exceeds the amount due to Blackstone based on cumulative results. As such, the accrual for potential repayment of previously received Performance Allocations, which is a component of Due to Affiliates, represents all amounts previously distributed to Blackstone Holdings and non-controlling interest holders that would need to be repaid to the Blackstone carry funds if the Blackstone carry funds were to be liquidated based on the current fair value of the underlying funds' investments as of the reporting date. The actual clawback liability, however, generally does not become realized until the end of a fund's life except for certain funds, including certain Blackstone real estate funds, multi-asset class investment funds and credit-focused funds, which may have an interim clawback liability.

Principal Investments include the unrealized and realized gains and losses on Blackstone's principal investments, including its investments in Blackstone Funds that are not consolidated and receive pro-rata allocations, its equity method investments, and other principal investments. Income (Loss) on Principal Investments is realized when Blackstone redeems all or a portion of its investment or when Blackstone receives cash income, such as dividends or distributions. Unrealized Income (Loss) on Principal Investments results from changes in the fair value of the underlying investment as well as the reversal of unrealized gain (loss) at the time an investment is realized.

Interest and Dividend Revenue — Interest and Dividend Revenue comprises primarily interest and dividend income earned on principal investments not accounted for under the equity method held by Blackstone.

Other Revenue — Other Revenue consists of miscellaneous income and foreign exchange gains and losses arising on transactions denominated in currencies other than U.S. dollars.

Fair Value of Financial Instruments

GAAP establishes a hierarchical disclosure framework which prioritizes and ranks the level of market price observability used in measuring financial instruments at fair value. Market price observability is affected by a number of factors, including the type of financial instrument, the characteristics specific to the financial instrument and the state of the marketplace, including the existence and transparency of transactions between market participants. Financial instruments with readily available quoted prices in active markets generally will have a higher degree of market price observability and a lesser degree of judgment used in measuring fair value.

Financial instruments measured and reported at fair value are classified and disclosed based on the observability of inputs used in the determination of fair values, as follows:

- Level I – Quoted prices are available in active markets for identical financial instruments as of the reporting date. The types of financial instruments in Level I include listed equities, listed derivatives and mutual funds with quoted prices. Blackstone does not adjust the quoted price for these investments, even in situations where Blackstone holds a large position and a sale could reasonably impact the quoted price.

- Level II – Pricing inputs are other than quoted prices in active markets, which are either directly or indirectly observable as of the reporting date, and fair value is determined through the use of models or other valuation methodologies. Financial instruments which are generally included in this category include corporate bonds and loans, including corporate bonds and loans held within CLO vehicles, government and agency securities, less liquid and restricted equity securities, and certain over-the-counter derivatives where the fair value is based on observable inputs. Senior and subordinated notes issued by CLO vehicles are classified within Level II of the fair value hierarchy.

- Level III – Pricing inputs are unobservable for the financial instruments and includes situations where there is little, if any, market activity for the financial instrument. The inputs into the determination of fair value require significant management judgment or estimation. Financial instruments that are included in this category generally include general and limited partnership interests in private equity and real estate funds, credit-focused funds, distressed debt and non-investment grade residual interests in securitizations, certain corporate bonds and loans held within CLO vehicles, unfunded loan commitments and certain over-the-counter derivatives where the fair value is based on unobservable inputs.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, the determination of which category within the fair value hierarchy is appropriate for any given financial instrument is based on the lowest level of input that is significant to the fair value measurement. Blackstone's assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the financial instrument.

Level II Valuation Techniques

Financial instruments classified within Level II of the fair value hierarchy comprise debt instruments, including certain corporate loans and bonds held by Blackstone's consolidated CLO vehicles and debt securities sold, not yet purchased. Certain equity securities and derivative instruments valued using observable inputs are also classified as Level II.

The valuation techniques used to value financial instruments classified within Level II of the fair value hierarchy are as follows:

- Debt Instruments and Equity Securities are valued on the basis of prices from an orderly transaction between market participants provided by reputable dealers or pricing services. In determining the value of a particular investment, pricing services may use certain information with respect to transactions in such investments, quotations from dealers, pricing matrices and market transactions in comparable investments and various relationships between investments. The valuation of certain equity securities is based on an observable price for an identical security adjusted for the effect of a restriction.

- Freestanding Derivatives are valued using contractual cash flows and observable inputs comprising yield curves, foreign currency rates and credit spreads.

- Senior and subordinate notes issued by CLO vehicles are classified based on the more observable fair value of CLO assets less (a) the fair value of any beneficial interests held by Blackstone, and (b) the carrying value of any beneficial interests that represent compensation for services.

Level III Valuation Techniques

In the absence of observable market prices, Blackstone values its investments using valuation methodologies applied on a consistent basis. For some investments little market activity may exist; management's determination of fair value is then based on the best information available in the circumstances, and may incorporate management's own assumptions and involves a significant degree of judgment, taking into consideration a combination of internal and external factors, including the appropriate risk adjustments for non-performance and liquidity risks. Investments for which market prices are not observable include private investments in the equity of operating companies, real estate properties, certain funds of hedge funds and credit-focused investments.

Real Estate Investments – The fair values of real estate investments are determined by considering projected operating cash flows, sales of comparable assets, if any, and replacement costs, among other measures. The methods used to estimate the fair value of real estate investments include the discounted cash flow method and/or capitalization rates ("cap rates") analysis. Valuations may be derived by reference to observable valuation measures for comparable companies or assets (for example, multiplying a key performance metric of the investee company or asset, such as EBITDA, by a relevant valuation multiple observed in the range of comparable companies or transactions), adjusted by management for differences between the investment and the referenced comparables, and in some instances by reference to option pricing models or other similar methods. Where a discounted cash flow method is used, a terminal value is derived by reference to an exit EBITDA multiple or capitalization rate. Additionally, where applicable, projected distributable cash flow-through debt maturity will be considered in support of the investment's fair value.

Private Equity Investments – The fair values of private equity investments are determined by reference to projected net earnings, earnings before interest, taxes, depreciation and amortization ("EBITDA"), the discounted cash flow method, public market or private transactions, valuations for comparable companies and other measures which, in many cases, are based on unaudited information at the time received. Valuations may be derived by reference to observable valuation measures for comparable companies or transactions (for example, multiplying a key performance metric of the investee company, such as EBITDA, by a relevant valuation multiple observed in the range of comparable companies or transactions), adjusted by management for differences between the investment and the referenced comparables, and in some instances by reference to option pricing models or other similar methods. Where a discounted cash flow method is used, a terminal value is derived by reference to EBITDA or price/earnings exit multiples.

Credit-Focused Investments – The fair values of credit-focused investments are generally determined on the basis of prices between market participants provided by reputable dealers or pricing services. For credit-focused investments that are not publicly traded or whose market prices are not readily available, Blackstone may utilize other valuation techniques, including the discounted cash flow method or a market approach. The discounted cash flow method projects the expected cash flows of the debt instrument based on contractual terms, and discounts such cash flows back to the valuation date using a market-based yield. The market-based yield is estimated using yields of publicly traded debt instruments issued by companies operating in similar industries as the subject investment, with similar leverage statistics and time to maturity.

The market approach is generally used to determine the enterprise value of the issuer of a credit investment, and considers valuation multiples of comparable companies or transactions. The resulting enterprise value will dictate whether or not such credit investment has adequate enterprise value coverage. In cases of distressed credit instruments, the market approach may be used to estimate a recovery value in the event of a restructuring.

Investments, at Fair Value

The Blackstone Funds are accounted for as investment companies under the American Institute of Certified Public Accountants Accounting and Auditing Guide, *Investment Companies*, and in accordance with the GAAP guidance on investment companies and reflect their investments, including majority owned and controlled investments (the “Portfolio Companies”), at fair value. Such consolidated funds’ investments are reflected in Investments on the Condensed Consolidated Statements of Financial Condition at fair value, with unrealized gains and losses resulting from changes in fair value reflected as a component of Net Gains from Fund Investment Activities in the Condensed Consolidated Statements of Operations. Fair value is the amount that would be received to sell an asset or paid to transfer a liability, in an orderly transaction between market participants at the measurement date, at current market conditions (i.e., the exit price).

Blackstone’s principal investments are presented at fair value with unrealized appreciation or depreciation and realized gains and losses recognized in the Condensed Consolidated Statements of Operations within Investment Income (Loss).

For certain instruments, Blackstone has elected the fair value option. Such election is irrevocable and is applied on an investment by investment basis at initial recognition. Blackstone has applied the fair value option for certain loans and receivables, unfunded loan commitments and certain investments in private debt securities that otherwise would not have been carried at fair value with gains and losses recorded in net income. The methodology for measuring the fair value of such investments is consistent with the methodology applied to private equity, real estate, credit-focused and funds of hedge funds investments. Changes in the fair value of such instruments are recognized in Investment Income (Loss) in the Condensed Consolidated Statements of Operations. Interest income on interest bearing loans and receivables and debt securities on which the fair value option has been elected is based on stated coupon rates adjusted for the accretion of purchase discounts and the amortization of purchase premiums. This interest income is recorded within Interest and Dividend Revenue.

Blackstone has elected the fair value option for the assets of consolidated CLO vehicles. As permitted under GAAP, Blackstone measures the liabilities of consolidated CLO vehicles as (a) the sum of the fair value of the consolidated CLO assets and the carrying value of any non-financial assets held temporarily, less (b) the sum of the fair value of any beneficial interests retained by Blackstone (other than those that represent compensation for services) and Blackstone’s carrying value of any beneficial interests that represent compensation for services. As a result of this measurement alternative, there is no attribution of amounts to Non-Controlling Interests for consolidated CLO vehicles. Assets of the consolidated CLOs are presented within Investments within the Condensed Consolidated Statements of Financial Condition and Liabilities within Loans Payable for the amounts due to unaffiliated third parties and Due to Affiliates for the amounts held by non-consolidated affiliates. Changes in the fair value of consolidated CLO assets and liabilities and related interest, dividend and other income are presented within Net Gains from Fund Investment Activities. Expenses of consolidated CLO vehicles are presented in Fund Expenses.

Blackstone has elected the fair value option for certain proprietary investments that would otherwise have been accounted for using the equity method of accounting. The fair value of such investments is based on quoted prices in an active market or using the discounted cash flow method. Changes in fair value are recognized in Investment Income (Loss) in the Condensed Consolidated Statements of Operations.

Further disclosure on instruments for which the fair value option has been elected is presented in Note 7. "Fair Value Option".

The investments of consolidated Blackstone Funds in funds of hedge funds ("Investee Funds") are valued at net asset value ("NAV") per share of the Investee Fund. In limited circumstances, Blackstone may determine, based on its own due diligence and investment procedures, that NAV per share does not represent fair value. In such circumstances, Blackstone will estimate the fair value in good faith and in a manner that it reasonably chooses, in accordance with the requirements of GAAP.

Certain investments of Blackstone and of the consolidated Blackstone funds of hedge funds and credit-focused funds measure their investments in underlying funds at fair value using NAV per share without adjustment. The terms of the investee's investment generally provide for minimum holding periods or lock-ups, the institution of gates on redemptions or the suspension of redemptions or an ability to side-pocket investments, at the discretion of the investee's fund manager, and as a result, investments may not be redeemable at, or within three months of, the reporting date. A side-pocket is used by hedge funds and funds of hedge funds to separate investments that may lack a readily ascertainable value, are illiquid or are subject to liquidity restriction. Redemptions are generally not permitted until the investments within a side-pocket are liquidated or it is deemed that the conditions existing at the time that required the investment to be included in the side-pocket no longer exist. As the timing of either of these events is uncertain, the timing at which Blackstone may redeem an investment held in a side-pocket cannot be estimated. Further disclosure on instruments for which fair value is measured using NAV per share is presented in Note 5. "Net Asset Value as Fair Value".

Security and loan transactions are recorded on a trade date basis.

Equity Method Investments

Investments in which Blackstone is deemed to exert significant influence, but not control, are accounted for using the equity method of accounting except in cases where the fair value option has been elected. Blackstone has significant influence over all Blackstone Funds in which it invests but does not consolidate. Therefore, its investments in such Blackstone Funds, which include both a proportionate and disproportionate allocation of the profits and losses (as is the case with carry funds that include a Performance Allocation), are accounted for under the equity method. Under the equity method of accounting, Blackstone's share of earnings (losses) from equity method investments is included in Investment Income (Loss) in the Condensed Consolidated Statements of Operations.

In cases where Blackstone's equity method investments provide for a disproportionate allocation of the profits and losses (as is the case with carry funds that include a Performance Allocation), Blackstone's share of earnings (losses) from equity method investments is determined using a balance sheet approach referred to as the hypothetical liquidation at book value ("HLBV") method. Under the HLBV method, at the end of each reporting period, Blackstone calculates the Accrued Performance Allocations that would be due to Blackstone for each fund pursuant to the fund agreements as if the fair value of the underlying investments were realized as of such date, irrespective of whether such amounts have been realized. As the fair value of underlying investments varies between reporting periods, it is necessary to make adjustments to amounts recorded as Accrued Performance Allocations to reflect either (a) positive performance resulting in an increase in the Accrued Performance Allocation to the general partner, or (b) negative performance that would cause the amount due to Blackstone to be less than the amount previously recognized as revenue, resulting in a negative adjustment to the Accrued Performance Allocation to the general partner. In each scenario, it is necessary to calculate the Accrued Performance Allocation on cumulative results compared to the Accrued Performance Allocation recorded to date and make the required positive or negative adjustments. Blackstone ceases to record negative Performance Allocations once previously Accrued Performance Allocations for such fund have been fully reversed. Blackstone is not obligated to pay guaranteed returns or hurdles, and therefore, cannot have negative Performance Allocations over the life of a fund. The carrying amounts of equity method investments are reflected in Investments in the Condensed Consolidated Statements of Financial Condition.

Results for Strategic Partners are reported on a three month lag from the fund financial statements, which generally report based on a three month lag from the underlying fund investments unless information is available on a more timely basis. Therefore, results presented herein do not include the impact of economic and market activity in the quarter in which such events occur. Economic and market activity for the periods presented is expected to affect reported results in upcoming periods.

Compensation and Benefits

Compensation and Benefits — Compensation — Compensation consists of (a) salary and bonus, and benefits paid and payable to employees and senior managing directors and (b) equity-based compensation associated with the grants of equity-based awards to employees and senior managing directors. Compensation cost relating to the issuance of equity-based awards to senior managing directors and employees is measured at fair value at the grant date, and expensed over the vesting period on a straight-line basis, taking into consideration expected forfeitures, except in the case of (a) equity-based awards that do not require future service, which are expensed immediately, and (b) certain awards to recipients that meet criteria making them eligible for retirement (allowing such recipient to keep a percentage of those awards upon departure from Blackstone after becoming eligible for retirement), for which the expense for the portion of the award that would be retained in the event of retirement is either expensed immediately or amortized to the retirement date. Cash settled equity-based awards are classified as liabilities and are remeasured at the end of each reporting period.

Compensation and Benefits — Incentive Fee Compensation — Incentive Fee Compensation consists of compensation paid based on Incentive Fees.

Compensation and Benefits — Performance Allocations Compensation — Performance Allocation Compensation consists of compensation paid based on Performance Allocations (which may be distributed in cash or in-kind). Such compensation expense is subject to both positive and negative adjustments. Unlike Performance Allocations, compensation expense is based on the performance of individual investments held by a fund rather than on a fund by fund basis. These amounts may also include allocations of investment income from Blackstone’s principal investments, to senior managing directors and employees participating in certain profit sharing initiatives.

Non-Controlling Interests in Consolidated Entities

Non-Controlling Interests in Consolidated Entities represent the component of Equity in consolidated Blackstone Funds held by third party investors and employees. The percentage interests held by third parties and employees are adjusted for general partner allocations and by subscriptions and redemptions in funds of hedge funds and certain credit-focused funds which occur during the reporting period. In addition, all non-controlling interests in consolidated Blackstone Funds are attributed a share of income (loss) arising from the respective funds and a share of other comprehensive income, if applicable. Income (Loss) is allocated to non-controlling interests in consolidated entities based on the relative ownership interests of third party investors and employees after considering any contractual arrangements that govern the allocation of income (loss) such as fees allocable to The Blackstone Group Inc.

Redeemable Non-Controlling Interests in Consolidated Entities

Non-controlling interests related to funds of hedge funds are subject to annual, semi-annual or quarterly redemption by investors in these funds following the expiration of a specified period of time, or may be withdrawn subject to a redemption fee during the period when capital may not be withdrawn. As limited partners in these types of funds have been granted redemption rights, amounts relating to third party interests in such consolidated funds are presented as Redeemable Non-Controlling Interests in Consolidated Entities within the Consolidated Statements of Financial Condition. When redeemable amounts become legally payable to investors, they are classified as a liability and included in Accounts Payable, Accrued Expenses and Other Liabilities in the Consolidated Statements of Financial Condition. For all consolidated funds in which redemption rights have not been granted, non-controlling interests are presented within Equity in the Consolidated Statements of Financial Condition as Non-Controlling Interests in Consolidated Entities.

Non-Controlling Interests in Blackstone Holdings

Non-Controlling Interests in Blackstone Holdings represent the component of Equity in the consolidated Blackstone Holdings Partnerships held by Blackstone personnel and others who are limited partners of the Blackstone Holdings Partnerships.

Certain costs and expenses are borne directly by the Holdings Partnerships. Income (Loss), excluding those costs directly borne by and attributable to the Holdings Partnerships, is attributable to Non-Controlling Interests in Blackstone Holdings. This residual attribution is based on the year to date average percentage of Blackstone Holdings Partnership Units and unvested participating Holdings Partnership Units held by Blackstone personnel and others who are limited partners of the Blackstone Holdings Partnerships. Unvested participating Holdings Partnership Units are excluded from the attribution in periods of loss as they are not contractually obligated to share in losses of the Holdings Partnerships.

Net Income (Loss) Per Share of Class A Common Stock

Basic Income (Loss) Per Share of Class A Common Stock is calculated by dividing Net Income (Loss) Attributable to The Blackstone Group Inc. by the weighted-average number of Class A common stock, unvested participating shares of Class A common stock outstanding for the period and vested deferred restricted shares of Class A common stock that have been earned for which issuance of the related shares of Class A common stock is deferred until future periods. Diluted Income (Loss) Per Share of Class A Common Stock reflects the impact of all dilutive securities. Unvested participating shares of Class A common stock are excluded from the computation in periods of loss as they are not contractually obligated to share in losses.

Blackstone applies the treasury stock method to determine the dilutive weighted-average common units outstanding for certain equity-based compensation awards. Blackstone applies the "if-converted" method to the Blackstone Holdings Partnership Units to determine the dilutive impact, if any, of the exchange right included in the Blackstone Holdings Partnership Units.

Reverse Repurchase and Repurchase Agreements

Securities purchased under agreements to resell ("reverse repurchase agreements") and securities sold under agreements to repurchase ("repurchase agreements"), comprised primarily of U.S. and non-U.S. government and agency securities, asset-backed securities and corporate debt, represent collateralized financing transactions. Such transactions are recorded in the Condensed Consolidated Statements of Financial Condition at their contractual amounts and include accrued interest. The carrying value of reverse repurchase and repurchase agreements approximates fair value.

Blackstone manages credit exposure arising from reverse repurchase agreements and repurchase agreements by, in appropriate circumstances, entering into master netting agreements and collateral arrangements with counterparties that provide Blackstone, in the event of a counterparty default, the right to liquidate collateral and the right to offset a counterparty's rights and obligations.

Blackstone takes possession of securities purchased under reverse repurchase agreements and is permitted to repledge, deliver or otherwise use such securities. Blackstone also pledges its financial instruments to counterparties to collateralize repurchase agreements. Financial instruments pledged that can be repledged, delivered or otherwise used by the counterparty are recorded in Investments in the Condensed Consolidated Statements of Financial Condition. Additional disclosures relating to repurchase agreements are discussed in Note 10. "Repurchase Agreements".

Blackstone does not offset assets and liabilities relating to reverse repurchase agreements and repurchase agreements in its Condensed Consolidated Statements of Financial Condition. Additional disclosures relating to offsetting are discussed in Note 11. "Offsetting of Assets and Liabilities".

Securities Sold, Not Yet Purchased

Securities Sold, Not Yet Purchased consist of equity and debt securities that Blackstone has borrowed and sold. Blackstone is required to "cover" its short sale in the future by purchasing the security at prevailing market prices and delivering it to the counterparty from which it borrowed the security. Blackstone is exposed to loss in the event that the price at which a security may have to be purchased to cover a short sale exceeds the price at which the borrowed security was sold short.

Securities Sold, Not Yet Purchased are recorded at fair value in the Condensed Consolidated Statements of Financial Condition.

Derivative Instruments

Blackstone recognizes all derivatives as assets or liabilities on its Condensed Consolidated Statements of Financial Condition at fair value. On the date Blackstone enters into a derivative contract, it designates and documents each derivative contract as one of the following: (a) a hedge of a recognized asset or liability ("fair value hedge"), (b) a hedge of a forecasted transaction or of the variability of cash flows to be received or paid related to a recognized asset or liability ("cash flow hedge"), (c) a hedge of a net investment in a foreign operation, or (d) a derivative instrument not designated as a hedging instrument ("freestanding derivative"). Gains or losses on a derivative instrument that is designated as, and is effective as, an economic hedge of a net investment in a foreign operation are reported in the cumulative translation adjustment section of other comprehensive income to the extent it is effective as a hedge. The ineffective portion of a net investment hedge is recognized in current period earnings.

Blackstone formally documents at inception its hedge relationships, including identification of the hedging instruments and the hedged items, its risk management objectives, strategy for undertaking the hedge transaction and Blackstone's evaluation of effectiveness of its hedged transaction. At least monthly, Blackstone also formally assesses whether the derivative it designated in each hedging relationship is expected to be, and has been, highly effective in offsetting changes in estimated fair values or cash flows of the hedged items using either the regression analysis or the dollar offset method. For net investment hedges, Blackstone uses a method based on changes in spot rates to measure effectiveness. If it is determined that a derivative is not highly effective at hedging the designated exposure, hedge accounting is discontinued. The fair values of hedging derivative instruments are reflected within Other Assets in the Condensed Consolidated Statements of Financial Condition.

For freestanding derivative contracts, Blackstone presents changes in fair value in current period earnings. Changes in the fair value of derivative instruments held by consolidated Blackstone Funds are reflected in Net Gains from Fund Investment Activities or, where derivative instruments are held by Blackstone, within Investment Income (Loss) in the Condensed Consolidated Statements of Operations. The fair value of freestanding derivative assets of the consolidated Blackstone Funds are recorded within Investments, the fair value of freestanding derivative assets that are not part of the consolidated Blackstone Funds are recorded within Other Assets and the fair value of freestanding derivative liabilities are recorded within Accounts Payable, Accrued Expenses and Other Liabilities in the Condensed Consolidated Statements of Financial Condition.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

Blackstone has elected to not offset derivative assets and liabilities or financial assets in its Condensed Consolidated Statements of Financial Condition, including cash, that may be received or paid as part of collateral arrangements, even when an enforceable master netting agreement is in place that provides Blackstone, in the event of counterparty default, the right to liquidate collateral and the right to offset a counterparty's rights and obligations.

Blackstone's other disclosures regarding derivative financial instruments are discussed in Note 6. "Derivative Financial Instruments".

Blackstone's disclosures regarding offsetting are discussed in Note 11. "Offsetting of Assets and Liabilities".

Affiliates

Blackstone considers its Founder, senior managing directors, employees, the Blackstone Funds and the Portfolio Companies to be affiliates.

Dividends

Dividends are reflected in the condensed consolidated financial statements when declared.

Recent Accounting Developments

In June 2016, the FASB issued amended guidance on how to measure credit losses for most financial assets. The guidance was effective for Blackstone on January 1, 2020 and was adopted on a modified retrospective basis. The guidance requires entities to recognize their estimate of lifetime expected credit losses based on reasonable and supportable forecasts, current conditions, and historical experience. Adoption did not have a material impact on Blackstone's condensed consolidated financial statements.

3. Intangible Assets

Intangible Assets, Net consists of the following:

	September 30, 2020	December 31, 2019
Finite-Lived Intangible Assets/Contractual Rights	$ 1,712,576	$ 1,712,576
Accumulated Amortization	(1,368,318)	(1,315,068)
Intangible Assets, Net	$ 344,258	$ 397,508

Amortization expense associated with Blackstone's intangible assets was $17.7 million and $53.2 million for the three and nine month periods ended September 30, 2020, respectively, and $17.7 million and $53.2 million for the three and nine month periods ended September 30, 2019, respectively.

Amortization of Intangible Assets held at September 30, 2020 is expected to be $71.0 million, $71.0 million, $63.3 million, $34.3 million, and $26.9 million for each of the years ending December 31, 2020, 2021, 2022, 2023 and 2024, respectively. Blackstone's intangible assets as of September 30, 2020 are expected to amortize over a weighted-average period of 7.5 years.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

4. Investments

Investments consist of the following:

	September 30, 2020	December 31, 2019
Investments of Consolidated Blackstone Funds	$ 1,500,398	$ 8,380,698
Equity Method Investments		
Partnership Investments	4,144,249	4,035,675
Accrued Performance Allocations	6,112,904	7,180,449
Corporate Treasury Investments	2,390,982	2,419,587
Other Investments	274,923	265,273
	$ 14,423,456	$ 22,281,682

During the three months ended September 30, 2020, Blackstone deconsolidated nine CLO vehicles. See Note 9. "Variable Interest Entities" for additional details. Blackstone's share of Investments of Consolidated Blackstone Funds totaled $234.8 million and $347.4 million at September 30, 2020 and December 31, 2019, respectively.

Where appropriate, the accounting for Blackstone's investments incorporates the changes in fair value of those investments as determined under GAAP. The significant inputs and assumptions required to determine the change in fair value of the investments of Consolidated Blackstone Funds, Corporate Treasury Investments and Other Investments are discussed in more detail in Note 8. "Fair Value Measurements of Financial Instruments". The decrease in Accrued Performance Allocations for the period ended September 30, 2020 was primarily from the unrealized depreciation in the fair value of underlying fund investments driven by the impact of COVID-19. See Note 2. "Summary of Significant Accounting Policies — COVID-19 and Global Economic and Market Conditions".

Investments of Consolidated Blackstone Funds

The following table presents the Realized and Net Change in Unrealized Gains (Losses) on investments held by the consolidated Blackstone Funds and a reconciliation to Other Income (Loss) – Net Gains (Losses) from Fund Investment Activities in the Condensed Consolidated Statements of Operations:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Realized Gains (Losses)	$ 3,946	$ 9,620	$ (131,026)	$ 11,906
Net Change in Unrealized Gains (Losses)	97,097	(2,143)	(19,693)	110,117
Realized and Net Change in Unrealized Gains (Losses) from Consolidated Blackstone Funds	101,043	7,477	(150,719)	122,023
Interest and Dividend Revenue Attributable to Consolidated Blackstone Funds	7,709	40,973	90,394	117,883
Other Income (Loss) – Net Gains (Losses) from Fund Investment Activities	$ 108,752	$ 48,450	$ (60,325)	$ 239,906

Equity Method Investments

Blackstone's equity method investments include Partnership Investments, which represent the pro-rata investments, and any associated Accrued Performance Allocations, in private equity funds, real estate funds, funds of hedge funds and credit-focused funds. Partnership Investments also includes the 40% non-controlling interest in Pátria Investments Limited and Pátria Investimentos Ltda. (collectively, "Pátria").

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

Blackstone evaluates each of its equity method investments, excluding Accrued Performance Allocations, to determine if any were significant as defined by guidance from the United States Securities and Exchange Commission. As of and for the nine months ended September 30, 2020 and 2019, no individual equity method investment held by Blackstone met the significance criteria. As such, Blackstone is not required to present separate financial statements for any of its equity method investments.

Partnership Investments

Blackstone recognized net gains related to its Partnership Investments accounted for under the equity method of $305.2 million and $82.0 million for the three months ended September 30, 2020 and 2019, respectively. Blackstone recognized net gains (losses) related to its equity method investments of $(13.5) million and $309.7 million for the nine months ended September 30, 2020 and 2019, respectively.

Accrued Performance Allocations

Accrued Performance Allocations to Blackstone were as follows:

	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total
Accrued Performance Allocations, December 31, 2019	$ 3,639,855	$ 3,063,149	$ 23,951	$ 453,494	$ 7,180,449
Performance Allocations as a Result of Changes in Fund Fair Values	(330,139)	104,365	67,456	(204,227)	(362,545)
Foreign Exchange Gain	26,614	—	—	—	26,614
Fund Distributions	(258,125)	(442,884)	(12,520)	(18,085)	(731,614)
Accrued Performance Allocations, September 30, 2020	$ 3,078,205	$ 2,724,630	$ 78,887	$ 231,182	$ 6,112,904

Corporate Treasury Investments

The portion of corporate treasury investments included in Investments represents Blackstone’s investments into primarily fixed income securities, mutual fund interests, and other fund interests. These strategies are managed by a combination of Blackstone personnel and third party advisors. The following table presents the Realized and Net Change in Unrealized Gains (Losses) on these investments:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Realized Gains (Losses)	$ (1,431)	$ 2,644	$ (3,187)	$ 25,944
Net Change in Unrealized Gains (Losses)	48,480	6,142	(94,917)	55,359
	$ 47,049	$ 8,786	$ (98,104)	$ 81,303

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

Other Investments

Other Investments consist primarily of proprietary investment securities held by Blackstone, including subordinated notes in non-consolidated CLO vehicles. Other Investments include equity investments without readily determinable fair values which have a carrying value of $78.3 million as of September 30, 2020. The following table presents Blackstone's Realized and Net Change in Unrealized Gains (Losses) in Other Investments:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Realized Gains	$ 3,830	$ 1	$ 17,163	$ 45,728
Net Change in Unrealized Gains (Losses)	7,268	278	(66,096)	7,067
	$ 11,098	$ 279	$ (48,933)	$ 52,795

5. Net Asset Value as Fair Value

A summary of fair value by strategy type and ability to redeem such investments as of September 30, 2020 is presented below:

Strategy (a)	Fair Value	Redemption Frequency (if currently eligible)	Redemption Notice Period
Diversified Instruments	$ 226,349	(b)	(b)
Credit Driven	68,472	(c)	(c)
Equity	1,049	(d)	(d)
Commodities	931	(e)	(e)
	$ 296,801		

(a) As of September 30, 2020 Blackstone had no unfunded commitments.
(b) Diversified Instruments include investments in funds that invest across multiple strategies. Investments representing 2% of the fair value of the investments in this category may not be redeemed at, or within three months of, the reporting date. The remaining 98% of investments in this category are redeemable as of the reporting date.
(c) The Credit Driven category includes investments in hedge funds that invest primarily in domestic and international bonds. Investments representing 20% of the fair value of the investments in this category are in liquidation. The remaining 80% of investments in this category are redeemable as of the reporting date.
(d) The Equity category includes investments in hedge funds that invest primarily in domestic and international equity securities. Investments representing 100% of the fair value of the investments in this category are in liquidation. As of the reporting date, the investee fund manager had elected to side-pocket 74% of Blackstone's investments in the category.
(e) The Commodities category includes investments in commodities-focused funds that primarily invest in futures and physical-based commodity driven strategies. Investments representing 100% of the fair value of the investments in this category may not be redeemed at, or within three months of, the reporting date.

6. Derivative Financial Instruments

Blackstone and the consolidated Blackstone Funds enter into derivative contracts in the normal course of business to achieve certain risk management objectives and for general investment purposes. Blackstone may enter into derivative contracts in order to hedge its interest rate risk exposure against the effects of interest rate changes. Additionally, Blackstone may also enter into derivative contracts in order to hedge its foreign currency risk exposure against the effects of a portion of its non-U.S. dollar denominated currency net investments. As a result of the use of derivative contracts, Blackstone and the consolidated Blackstone Funds are exposed to the risk that counterparties will fail to fulfill their contractual obligations. To mitigate such counterparty risk, Blackstone and the consolidated Blackstone Funds enter into contracts with certain major financial institutions, all of which have investment grade ratings. Counterparty credit risk is evaluated in determining the fair value of derivative instruments.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

Freestanding Derivatives

Freestanding derivatives are instruments that Blackstone and certain of the consolidated Blackstone Funds have entered into as part of their overall risk management and investment strategies. These derivative contracts are not designated as hedging instruments for accounting purposes. Such contracts may include interest rate swaps, foreign exchange contracts, equity swaps, options, futures and other derivative contracts.

The table below summarizes the aggregate notional amount and fair value of the derivative financial instruments. The notional amount represents the absolute value amount of all outstanding derivative contracts.

	September 30, 2020				December 31, 2019			
	Assets		Liabilities		Assets		Liabilities	
	Notional	Fair Value	Notional	Fair Value	Notional	Fair Value	Notional	Fair Value
Freestanding Derivatives								
Blackstone								
Interest Rate Contracts	$ 1,003,769	$ 145,714	$ 534,475	$ 146,053	$ 1,256,287	$ 53,129	$ 165,852	$ 4,895
Foreign Currency Contracts	228,978	772	190,361	2,413	344,422	1,231	97,626	802
Credit Default Swaps	2,706	704	9,158	2,519	7,617	36	16,697	197
Other	5,000	5,196	—	—	—	—	—	—
Investments of Consolidated Blackstone Funds								
Foreign Currency Contracts	65,757	632	34,487	1,722	106,906	307	40,110	1,167
Interest Rate Contracts	—	—	19,000	1,934	—	—	33,000	1,728
Credit Default Swaps	13,722	1,904	35,850	2,486	5,108	58	47,405	960
Total Return Swaps	—	—	23,189	3,686	4,558	21	27,334	464
Other	—	—	—	—	1	4	1	2
	$ 1,319,932	$ 154,922	$ 846,520	$ 160,813	$ 1,724,899	$ 54,786	$ 428,025	$ 10,215

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

The table below summarizes the impact to the Condensed Consolidated Statements of Operations from derivative financial instruments:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Freestanding Derivatives				
Realized Gains (Losses)				
Interest Rate Contracts	$ (221)	$ (1,784)	$ (8,135)	$ (4,448)
Foreign Currency Contracts	6,889	(815)	1,749	(669)
Credit Default Swaps	(8)	455	(120)	2,446
Total Return Swaps	(113)	(207)	(1,644)	(602)
Other	26	(61)	(12)	(193)
	$ 6,573	$ (2,412)	$ (8,162)	$ (3,466)
Net Change in Unrealized Gains (Losses)				
Interest Rate Contracts	$ (124,934)	$ 20,804	$ (44,599)	$ 9,649
Foreign Currency Contracts	(5,887)	2,676	(2,300)	2,885
Credit Default Swaps	(732)	(6)	(2,103)	3,641
Total Return Swaps	856	(64)	(3,243)	1,307
Other	(4)	(46)	32	19
	$ (130,701)	$ 23,364	$ (52,213)	$ 17,501

As of September 30, 2020 and December 31, 2019, Blackstone had not designated any derivatives as cash flow hedges.

7. Fair Value Option

The following table summarizes the financial instruments for which the fair value option has been elected:

	September 30, 2020	December 31, 2019
Assets		
Loans and Receivables	$ 200,040	$ 500,751
Equity and Preferred Securities	471,717	432,472
Debt Securities	521,464	506,924
Assets of Consolidated CLO Vehicles		
Corporate Loans	—	6,801,691
Other	—	770
	$ 1,193,221	$ 8,242,608
Liabilities		
Liabilities of Consolidated CLO Vehicles		
Senior Secured Notes		
Loans Payable	$ —	$ 6,455,016
Due to Affiliates	—	57,717
Subordinated Notes		
Loans Payable	—	24,738
Due to Affiliates	—	20,535
Corporate Treasury Commitments	915	—
	$ 915	$ 6,558,006

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

During the three months ended September 30, 2020, Blackstone deconsolidated nine CLO vehicles. See Note 9. "Variable Interest Entities" for additional details.

The following tables present the Realized and Net Change in Unrealized Gains (Losses) on financial instruments on which the fair value option was elected:

	Three Months Ended September 30,			
	2020		2019	
	Realized Gains (Losses)	Net Change in Unrealized Gains (Losses)	Realized Gains (Losses)	Net Change in Unrealized Gains (Losses)
Assets				
Loans and Receivables	$ (2,443)	$ 3,681	$ (918)	$ 1,540
Equity and Preferred Securities	—	(11,207)	—	(1,759)
Debt Securities	(2,807)	23,901	472	(7,426)
Assets of Consolidated CLO Vehicles				
Corporate Loans	—	—	(2,406)	(33,427)
	$ (5,250)	$ 16,375	$ (2,852)	$ (41,072)
Liabilities				
Liabilities of Consolidated CLO Vehicles				
Senior Secured Notes	$ —	$ —	$ —	$ 12,749
Subordinated Notes	—	—	—	23,024
Corporate Treasury Commitments	—	1,325	—	—
	$ —	$ 1,325	$ —	$ 35,773

	Nine Months Ended September 30,			
	2020		2019	
	Realized Gains (Losses)	Net Change in Unrealized Gains (Losses)	Realized Gains (Losses)	Net Change in Unrealized Gains (Losses)
Assets				
Loans and Receivables	$ (8,213)	$ 3,413	$ (2,749)	$ (1,117)
Equity and Preferred Securities	(342)	(114,954)	9,908	20,539
Debt Securities	(23,909)	14,772	(2,888)	9,323
Assets of Consolidated CLO Vehicles				
Corporate Loans	(96,194)	(226,542)	(16,806)	128,350
Other	—	(325)	—	350
	$ (128,658)	$ (323,636)	$ (12,535)	$ 157,445
Liabilities				
Liabilities of Consolidated CLO Vehicles				
Senior Secured Notes	$ —	$ 199,445	$ —	$ (32,144)
Subordinated Notes	—	30,046	—	(27,957)
Corporate Treasury Commitments	—	(705)	—	—
	$ —	$ 228,786	$ —	$ (60,101)

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

The following table presents information for those financial instruments for which the fair value option was elected:

	September 30, 2020			December 31, 2019		
		For Financial Assets Past Due			For Financial Assets Past Due (a)	
	(Deficiency) of Fair Value Over Principal	Fair Value	Excess of Fair Value Over Principal	Excess (Deficiency) of Fair Value Over Principal	Fair Value	Excess of Fair Value Over Principal
Loans and Receivables	$ (2,591)	$ —	$ —	$ (3,875)	$ —	$ —
Debt Securities	(46,266)	—	—	(14,667)	—	—
Assets of Consolidated CLO Vehicles						
Corporate Loans	—	—	—	(234,430)	—	—
Other	—	—	—	133	—	—
	$ (48,857)	$ —	$ —	$ (252,839)	$ —	$ —

(a) Corporate Loans within CLO assets are classified as past due if contractual payments are more than one day past due.

As of September 30, 2020 and December 31, 2019, no Loans and Receivables for which the fair value option was elected were past due or in non-accrual status. As of December 31, 2019, no Corporate Bonds included within the Assets of Consolidated CLO Vehicles for which the fair value option was elected were past due or in non-accrual status.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

8. Fair Value Measurements of Financial Instruments

The following tables summarize the valuation of Blackstone's financial assets and liabilities by the fair value hierarchy:

	September 30, 2020				
	Level I	Level II	Level III	NAV	Total
Assets					
Cash and Cash Equivalents	$ 1,178,329	$ —	$ —	$ —	$ 1,178,329
Investments					
Investments of Consolidated Blackstone Funds					
Investment Funds	—	—	—	15,000	15,000
Equity Securities, Partnerships and LLC Interests	50,811	51,570	735,359	—	837,740
Debt Instruments	—	574,182	70,940	—	645,122
Freestanding Derivatives	—	2,536	—	—	2,536
Total Investments of Consolidated Blackstone Funds	50,811	628,288	806,299	15,000	1,500,398
Corporate Treasury Investments	576,489	1,504,024	33,092	277,377	2,390,982
Other Investments	146,506	—	45,727	4,424	196,657
Total Investments	773,806	2,132,312	885,118	296,801	4,088,037
Accounts Receivable - Loans and Receivables	—	—	200,040	—	200,040
Other Assets - Freestanding Derivatives	73	152,313	—	—	152,386
	$ 1,952,208	$ 2,284,625	$ 1,085,158	$ 296,801	$ 5,618,792
Liabilities					
Securities Sold, Not Yet Purchased	$ 9,369	$ 41,862	$ —	$ —	$ 51,231
Accounts Payable, Accrued Expenses and Other Liabilities					
Consolidated Blackstone Funds - Freestanding Derivatives	—	9,828	—	—	9,828
Freestanding Derivatives	219	150,766	—	—	150,985
Corporate Treasury Commitments (a)	—	—	915	—	915
Total Accounts Payable, Accrued Expenses and Other Liabilities	219	160,594	915	—	161,728
	$ 9,588	$ 202,456	$ 915	$ —	$ 212,959

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

	December 31, 2019				
	Level I	Level II	Level III	NAV	Total
Assets					
Cash and Cash Equivalents	$ 456,784	$ —	$ —	$ —	$ 456,784
Investments					
Investments of Consolidated Blackstone Funds					
Investment Funds	—	—	—	23,647	23,647
Equity Securities, Partnerships and LLC Interests	31,812	53,611	674,150	—	759,573
Debt Instruments	—	715,246	79,381	—	794,627
Freestanding Derivatives	—	390	—	—	390
Assets of Consolidated CLO Vehicles (b)	—	6,505,720	296,741	—	6,802,461
Total Investments of Consolidated Blackstone Funds	31,812	7,274,967	1,050,272	23,647	8,380,698
Corporate Treasury Investments	726,638	1,385,582	29,289	278,078	2,419,587
Other Investments	200,478	—	—	7,126	207,604
Total Investments	958,928	8,660,549	1,079,561	308,851	11,007,889
Accounts Receivable - Loans and Receivables	—	—	500,751	—	500,751
Other Assets - Freestanding Derivatives	502	53,894	—	—	54,396
	$ 1,416,214	$ 8,714,443	$ 1,580,312	$ 308,851	$ 12,019,820
Liabilities					
Loans Payable - Liabilities of Consolidated CLO Vehicles (b)	$ —	$ 6,479,754	$ —	$ —	$ 6,479,754
Due to Affiliates - Liabilities of Consolidated CLO Vehicles (b)	—	78,252	—	—	78,252
Securities Sold, Not Yet Purchased	19,977	55,569	—	—	75,546
Accounts Payable, Accrued Expenses and Other Liabilities					
Consolidated Blackstone Funds - Freestanding Derivatives	—	4,321	—	—	4,321
Freestanding Derivatives	150	5,744	—	—	5,894
Total Accounts Payable, Accrued Expenses and Other Liabilities	150	10,065	—	—	10,215
	$ 20,127	$ 6,623,640	$ —	$ —	$ 6,643,767

LLC Limited Liability Company.

(a) Corporate Treasury Commitments are measured using third party pricing.

(b) During the three months ended September 30, 2020, Blackstone deconsolidated nine CLO vehicles. See Note 9. “Variable Interest Entities” for additional details.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

The following table summarizes the quantitative inputs and assumptions used for items categorized in Level III of the fair value hierarchy as of September 30, 2020:

	Fair Value	Valuation Techniques	Unobservable Inputs	Ranges	Weighted-Average (a)	Impact to Valuation from an Increase in Input
Financial Assets						
Investments of Consolidated Blackstone Funds						
Equity Securities, Partnership and LLC Interests	$ 735,359	Discounted Cash Flows	Discount Rate	3.8% - 42.1%	11.0%	Lower
			Exit Multiple - EBITDA	3.5x - 20.0x	12.4x	Higher
			Exit Capitalization Rate	1.7% - 11.4%	5.3%	Lower
		Third Party Pricing	N/A			
		Transaction Price	N/A			
		Other	N/A			
Debt Instruments	70,940	Discounted Cash Flows	Discount Rate	6.8% - 19.3%	10.0%	Lower
		Third Party Pricing	N/A			
		Transaction Price	N/A			
		Other	N/A			
Total Investments of Consolidated Blackstone Funds	806,299					
Corporate Treasury Investments	33,092	Discounted Cash Flows	Discount Rate	2.6% - 9.8%	7.0%	Lower
		Third Party Pricing	N/A			
Loans and Receivables	200,040	Discounted Cash Flows	Discount Rate	6.8% - 10.2%	8.5%	Lower
		Third Party Pricing	N/A			
Other Investments	45,727	Transaction Price	N/A			
		Third Party Pricing	N/A			
	$ 1,085,158					

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

The following table summarizes the quantitative inputs and assumptions used for items categorized in Level III of the fair value hierarchy as of December 31, 2019:

	Fair Value	Valuation Techniques	Unobservable Inputs	Ranges	Weighted-Average (a)	Impact to Valuation from an Increase in Input
Financial Assets						
Investments of Consolidated Blackstone Funds						
Equity Securities, Partnership and LLC Interests	$ 674,150	Discounted Cash Flows	Discount Rate	0.9% - 40.2%	10.6%	Lower
			Exit Multiple - EBITDA	0.1x - 17.0x	9.7x	Higher
			Exit Capitalization Rate	2.0% - 27.0%	5.9%	Lower
		Third Party Pricing	N/A			
		Transaction Price	N/A			
		Other	N/A			
Debt Instruments	79,381	Discounted Cash Flows	Discount Rate	7.1% - 58.2%	12.1%	Lower
		Third Party Pricing	N/A			
		Transaction Price	N/A			
		Other	N/A			
Assets of Consolidated CLO Vehicles	296,741	Third Party Pricing	N/A			
Total Investments of Consolidated Blackstone Funds	1,050,272					
Corporate Treasury Investments	29,289	Discounted Cash Flows	Discount Rate	3.2% - 7.1%	5.7%	Lower
		Market Comparable Companies	EBITDA Multiple	6.2x - 8.8x	8.1x	Higher
		Third Party Pricing	N/A			
Loans and Receivables	500,751	Discounted Cash Flows	Discount Rate	5.2% - 9.8%	7.7%	Lower
		Transaction Price	N/A			
	$ 1,580,312					

N/A	Not applicable.
EBITDA	Earnings before interest, taxes, depreciation and amortization.
Exit Multiple	Ranges include the last twelve months EBITDA and forward EBITDA multiples.
Third Party Pricing	Third Party Pricing is generally determined on the basis of unadjusted prices between market participants provided by reputable dealers or pricing services.
Transaction Price	Includes recent acquisitions or transactions.
(a)	Unobservable inputs were weighted based on the fair value of the investments included in the range.

Since December 31, 2019, there have been no changes in valuation techniques within Level II and Level III that have had a material impact on the valuation of financial instruments.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

The following tables summarize the changes in financial assets and liabilities measured at fair value for which Blackstone has used Level III inputs to determine fair value and does not include gains or losses that were reported in Level III in prior years or for instruments that were transferred out of Level III prior to the end of the respective reporting period. These tables also exclude financial assets and liabilities measured at fair value on a non-recurring basis. Total realized and unrealized gains and losses recorded for Level III investments are reported in either Investment Income (Loss) or Net Gains from Fund Investment Activities in the Condensed Consolidated Statements of Operations.

Level III Financial Assets at Fair Value
Three Months Ended September 30,

	2020				2019			
	Investments of Consolidated Funds	Loans and Receivables	Other Investments (a)	Total	Investments of Consolidated Funds	Loans and Receivables	Other Investments (a)	Total
Balance, Beginning of Period	$ 1,215,374	$ 162,368	$ 33,697	$ 1,411,439	$ 1,140,096	$ 187,831	$ 49,052	$ 1,376,979
Transfer In (Out) Due to Deconsolidation	(471,591)	—	39,875	(431,716)	—	—	—	—
Transfer Into Level III (b)	26,710	—	3,172	29,882	216,782	—	—	216,782
Transfer Out of Level III (b)	(8,444)	—	(8,845)	(17,289)	(173,495)	—	(8,193)	(181,688)
Purchases	21,542	79,061	3,861	104,464	136,384	283,492	3,022	422,898
Sales	(36,592)	(59,929)	(6,436)	(102,957)	(151,958)	(182,584)	(2,522)	(337,064)
Issuances	—	36,171	—	36,171	—	—	—	—
Settlements	—	(20,705)	—	(20,705)	—	(2,042)	—	(2,042)
Changes in Gains (Losses) Included in Earnings	59,300	3,074	5,656	68,030	6,774	3,439	(1,196)	9,017
Balance, End of Period	$ 806,299	$ 200,040	$ 70,980	$ 1,077,319	$ 1,174,583	$ 290,136	$ 40,163	$ 1,504,882
Changes in Unrealized Gains (Losses) Included in Earnings Related to Financial Assets Still Held at the Reporting Date	$ 59,693	$ 3,681	$ 7,027	$ 70,401	$ 3,020	$ 1,540	$ (230)	$ 4,330

Level III Financial Assets at Fair Value
Nine Months Ended September 30,

	2020				2019			
	Investments of Consolidated Funds	Loans and Receivables	Other Investments (a)	Total	Investments of Consolidated Funds	Loans and Receivables	Other Investments (a)	Total
Balance, Beginning of Period	$ 1,050,272	$ 500,751	$ 29,289	$ 1,580,312	$ 1,364,016	$ 304,173	$ 56,185	$ 1,724,374
Transfer In (Out) Due to Deconsolidation	(296,741)	—	39,875	(256,866)	—	—	—	—
Transfer Into Level III (b)	26,176	—	23,293	49,469	168,479	—	12,935	181,414
Transfer Out of Level III (b)	(27,022)	—	(23,791)	(50,813)	(405,498)	—	(35,363)	(440,861)
Purchases	142,455	249,960	9,632	402,047	323,449	554,264	15,842	893,555
Sales	(80,197)	(566,810)	(11,797)	(658,804)	(321,574)	(566,400)	(8,663)	(896,637)
Issuances	—	36,171	—	36,171	—	—	—	—
Settlements	—	(24,355)	—	(24,355)	—	(12,231)	—	(12,231)
Changes in Gains (Losses) Included in Earnings	(8,644)	4,323	4,479	158	45,711	10,330	(773)	55,268
Balance, End of Period	$ 806,299	$ 200,040	$ 70,980	$ 1,077,319	$ 1,174,583	$ 290,136	$ 40,163	$ 1,504,882
Changes in Unrealized Gains (Losses) Included in Earnings Related to Financial Assets Still Held at the Reporting Date	$ (26,821)	$ 4,824	$ 5,363	$ (16,634)	$ 32,415	$ (1,117)	$ (29)	$ 31,269

(a) Represents corporate treasury investments and Other Investments.
(b) Transfers in and out of Level III financial assets and liabilities were due to changes in the observability of inputs used in the valuation of such assets and liabilities.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

9. Variable Interest Entities

Pursuant to GAAP consolidation guidance, Blackstone consolidates certain VIEs for which it is the primary beneficiary either directly or indirectly, through a consolidated entity or affiliate. VIEs include certain private equity, real estate, credit-focused or funds of hedge funds entities and CLO vehicles. The purpose of such VIEs is to provide strategy specific investment opportunities for investors in exchange for management and performance-based fees. The investment strategies of the Blackstone Funds differ by product; however, the fundamental risks of the Blackstone Funds are similar, including loss of invested capital and loss of management fees and performance-based fees. In Blackstone's role as general partner, collateral manager or investment adviser, it generally considers itself the sponsor of the applicable Blackstone Fund. Blackstone does not provide performance guarantees and has no other financial obligation to provide funding to consolidated VIEs other than its own capital commitments.

The assets of consolidated variable interest entities may only be used to settle obligations of these entities. In addition, there is no recourse to Blackstone for the consolidated VIEs' liabilities.

During the three months ended September 30, 2020, Blackstone determined that it was no longer the primary beneficiary and deconsolidated nine CLO vehicles as a result of an ownership reorganization and the ongoing decline in our economic exposure to these vehicles. Following the ownership reorganization, there are no remaining consolidated CLO vehicles. As of the date of deconsolidation, Blackstone's Total Assets, Total Liabilities and Non-Controlling Interests in Consolidated Entities were reduced by $6.8 billion, $6.6 billion and $216.3 million, respectively. Blackstone will continue to receive management fees and Performance Allocations from these vehicles following the dilution of its ownership interests.

Blackstone holds variable interests in certain VIEs which are not consolidated as it is determined that Blackstone is not the primary beneficiary. Blackstone's involvement with such entities is in the form of direct and indirect equity interests and fee arrangements. The maximum exposure to loss represents the loss of assets recognized by Blackstone relating to non-consolidated VIEs and any clawback obligation relating to previously distributed Performance Allocations. Blackstone's maximum exposure to loss relating to non-consolidated VIEs were as follows:

	September 30, 2020	December 31, 2019
Investments	$ 1,135,204	$ 1,216,932
Due from Affiliates	149,880	143,949
Potential Clawback Obligation	38,876	109,240
Maximum Exposure to Loss	$ 1,323,960	$ 1,470,121
Amounts Due to Non-Consolidated VIEs	$ 321	$ 231

10. Repurchase Agreements

At September 30, 2020 and December 31, 2019, Blackstone pledged securities with a carrying value of $116.6 million and $196.1 million, respectively, and cash to collateralize its repurchase agreements. Such securities can be repledged, delivered or otherwise used by the counterparty.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

The following tables provide information regarding Blackstone's Repurchase Agreements obligation by type of collateral pledged:

	September 30, 2020				
	Remaining Contractual Maturity of the Agreements				
	Overnight and Continuous	Up to 30 Days	30 - 90 Days	Greater than 90 days	Total
Repurchase Agreements					
Asset-Backed Securities	$ —	$ 7,188	$67,168	$ 6,241	$ 80,597
Gross Amount of Recognized Liabilities for Repurchase Agreements in Note 11. "Offsetting of Assets and Liabilities"					$ 80,597
Amounts Related to Agreements Not Included in Offsetting Disclosure in Note 11. "Offsetting of Assets and Liabilities"					$ —

	December 31, 2019				
	Remaining Contractual Maturity of the Agreements				
	Overnight and Continuous	Up to 30 Days	30 - 90 Days	Greater than 90 days	Total
Repurchase Agreements					
Asset-Backed Securities	$ —	$42,459	$88,868	$22,791	$154,118
Gross Amount of Recognized Liabilities for Repurchase Agreements in Note 11. "Offsetting of Assets and Liabilities"					$154,118
Amounts Related to Agreements Not Included in Offsetting Disclosure in Note 11. "Offsetting of Assets and Liabilities"					$ —

11. Offsetting of Assets and Liabilities

The following tables present the offsetting of assets and liabilities as of September 30, 2020 and December 31, 2019:

	September 30, 2020			
	Gross and Net Amounts of Assets Presented in the Statement of Financial Condition	Gross Amounts Not Offset in the Statement of Financial Condition		Net Amount
		Financial Instruments (a)	Cash Collateral Received	
Assets				
Freestanding Derivatives	$ 154,341	$ 139,946	$ 13,432	$ 963

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

	September 30, 2020			
	Gross and Net Amounts of Liabilities Presented in the Statement of Financial Condition	Gross Amounts Not Offset in the Statement of Financial Condition		Net Amount
		Financial Instruments (a)	Cash Collateral Pledged	
Liabilities				
Freestanding Derivatives	$ 160,813	$ 139,946	$ 18,318	$ 2,549
Repurchase Agreements	80,597	80,597	—	—
	$ 241,410	$ 220,543	$ 18,318	$ 2,549

	December 31, 2019			
	Gross and Net Amounts of Assets Presented in the Statement of Financial Condition	Gross Amounts Not Offset in the Statement of Financial Condition		Net Amount
		Financial Instruments (a)	Cash Collateral Received	
Assets				
Freestanding Derivatives	$ 54,479	$ 380	$ —	$ 54,099

	December 31, 2019			
	Gross and Net Amounts of Liabilities Presented in the Statement of Financial Condition	Gross Amounts Not Offset in the Statement of Financial Condition		Net Amount
		Financial Instruments (a)	Cash Collateral Pledged	
Liabilities				
Freestanding Derivatives	$ 10,215	$ 380	$ 9,198	$ 637
Repurchase Agreements	154,118	154,118	—	—
	$ 164,333	$ 154,498	$ 9,198	$ 637

(a) Amounts presented are inclusive of both legally enforceable master netting agreements, and financial instruments received or pledged as collateral. Financial instruments received or pledged as collateral offset derivative counterparty risk exposure, but do not reduce net balance sheet exposure.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

Repurchase Agreements are presented separately on the Condensed Consolidated Statements of Financial Condition. Freestanding Derivative assets are included in Other Assets in the Condensed Consolidated Statements of Financial Condition. The following table presents the components of Other Assets:

	September 30, 2020	December 31, 2019
Furniture, Equipment and Leasehold Improvements, Net	$ 200,492	$ 154,482
Prepaid Expenses	177,860	159,333
Freestanding Derivatives	152,386	54,396
Other	14,167	14,282
	$ 544,905	$ 382,493

Freestanding Derivative liabilities are included in Accounts Payable, Accrued Expenses and Other Liabilities in the Condensed Consolidated Statements of Financial Condition and are not a significant component thereof.

Notional Pooling Arrangement

Blackstone has a notional cash pooling arrangement with a financial institution for cash management purposes. This arrangement allows for cash withdrawals based upon aggregate cash balances on deposit at the same financial institution. Cash withdrawals cannot exceed aggregate cash balances on deposit. The net balance of cash on deposit and overdrafts is used as a basis for calculating net interest expense or income. As of September 30, 2020, the aggregate cash balance on deposit relating to the cash pooling arrangement was $1.2 billion, which was offset with an accompanying overdraft of $1.2 billion.

12. Borrowings

On September 29, 2020, Blackstone, through its indirect subsidiary Blackstone Holdings Finance Co. L.L.C. (the "Issuer"), issued $500 million aggregate principal amount of senior notes due March 30, 2031 (the "2031 Notes") and $400 million aggregate principal amount of senior notes due September 30, 2050 (the "2050 Notes"). The 2031 Notes have an interest rate of 1.600% per annum and the 2050 Notes have an interest rate of 2.800% per annum, in each case accruing from September 29, 2020. Interest on the 2031 Notes and the 2050 Notes is payable semi-annually in arrears on March 30 and September 30 of each year commencing on March 30, 2021.

The 2031 Notes and 2050 Notes are unsecured and unsubordinated obligations of the Issuer that are fully and unconditionally guaranteed by The Blackstone Group Inc. and its indirect subsidiaries, Blackstone Holdings I L.P., Blackstone Holdings AI L.P., Blackstone Holdings II L.P., Blackstone Holdings III L.P. and Blackstone Holdings IV L.P. (the "Guarantors"), consistent with all of Blackstone's senior notes. The guarantees are unsecured and unsubordinated obligations of the Guarantors. Transaction costs related to the issuance of the 2031 Notes and 2050 Notes have been capitalized and are being amortized over the life of the 2031 Notes and 2050 Notes.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

The following table presents the general characteristics of each of our notes, as well as their carrying value and fair value. The notes are included in Loans Payable within the Condensed Consolidated Statements of Financial Condition. All of the notes were issued at a discount. All of the notes accrue interest from the issue date thereof and all pay interest in arrears on a semi-annual basis or annual basis.

	September 30, 2020		December 31, 2019	
Senior Notes	**Carrying Value**	**Fair Value (a)**	**Carrying Value**	**Fair Value (a)**
4.750%, Due 2/15/2023	$ 397,095	$ 437,360	$ 396,247	$ 429,280
2.000%, Due 5/19/2025	347,971	378,495	332,393	365,521
1.000%, Due 10/5/2026	695,182	726,749	664,229	691,012
3.150%, Due 10/2/2027	297,300	330,240	297,046	309,540
1.500%, Due 4/10/2029	698,229	759,661	667,425	708,841
2.500%, Due 1/10/2030	490,485	536,850	489,841	493,500
1.600%, Due 3/30/2031	495,835	494,350	—	—
6.250%, Due 8/15/2042	238,609	366,650	238,437	338,200
5.000%, Due 6/15/2044	489,142	658,500	488,968	606,700
4.450%, Due 7/15/2045	344,250	434,700	344,157	396,235
4.000%, Due 10/2/2047	290,485	351,480	290,344	321,780
3.500%, Due 9/10/2049	391,882	435,560	391,769	399,961
2.800%, Due 9/30/2050	394,324	395,120	—	—
	$ 5,570,789	$ 6,305,715	$ 4,600,856	$ 5,060,570

(a) Fair value is determined by broker quote and these notes would be classified as Level II within the fair value hierarchy.

Included within Loans Payable and Due to Affiliates within the Condensed Consolidated Statements of Financial Condition are amounts due to holders of debt securities issued by Blackstone's consolidated CLO vehicles. During the three months ended September 30, 2020, Blackstone deconsolidated nine CLO vehicles. See Note 9. "Variable Interest Entities" for additional details. Borrowings through the consolidated CLO vehicles consisted of the following:

	September 30, 2020			December 31, 2019		
	Borrowing Outstanding	**Effective Interest Rate**	**Weighted-Average Remaining Maturity in Years**	**Borrowing Outstanding**	**Effective Interest Rate**	**Weighted-Average Remaining Maturity in Years (a)**
Senior Secured Notes	$ —	—	—	$ 6,527,800	3.55%	3.5
Subordinated Notes	—	—	—	331,735	(b)	N/A
	$ —			$ 6,859,535		

(a) Weighted-Average Remaining Maturity in Years for Senior Secured Notes includes consideration of pre-payment options.
(b) The Subordinated Notes do not have contractual interest rates but instead receive distributions from the excess cash flows of the CLO vehicles.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

Senior Secured Notes and Subordinated Notes comprise the following amounts:

	September 30, 2020			December 31, 2019		
		Amounts Due to Non-Consolidated Affiliates			Amounts Due to Non-Consolidated Affiliates	
	Fair Value	Borrowing Outstanding	Fair Value	Fair Value	Borrowing Outstanding	Fair Value
Senior Secured Notes	$ —	$ —	$ —	$ 6,512,733	$ 57,750	$ 57,717
Subordinated Notes	—	—	—	45,273	44,734	20,535
	$ —	$ —	$ —	$ 6,558,006	$ 102,484	$ 78,252

The Loans Payable of the consolidated CLO vehicles are collateralized by assets held by each respective CLO vehicle and assets of one vehicle may not be used to satisfy the liabilities of another. This collateral consisted of Cash, Corporate Loans, Corporate Bonds and other securities. As of December 31, 2019, the fair value of the consolidated CLO assets was $7.2 billion.

Scheduled principal payments for borrowings as of September 30, 2020 were as follows:

	Operating Borrowings	Blackstone Fund Facilities	Total Borrowings
2020	$ —	$ 99	$ 99
2021	—	—	—
2022	—	—	—
2023	400,000	—	400,000
2024	—	—	—
Thereafter	5,258,150	—	5,258,150
	$ 5,658,150	$ 99	$ 5,658,249

13. Income Taxes

Prior to the Conversion, Blackstone and certain of its subsidiaries operated in the U.S. as partnerships for income tax purposes (partnerships generally are not subject to federal income taxes) and generally as corporate entities in non-U.S. jurisdictions. Subsequent to the Conversion, all income attributable to Blackstone is subject to U.S. corporate income taxes.

The Conversion resulted in a step-up in the tax basis of certain assets that will be recovered as those assets are sold or the basis is amortized. During the three months ended September 30, 2020, the basis in Blackstone's subsidiaries at July 1, 2019 was updated and an adjustment to the step-up in tax basis at the Conversion was calculated resulting in a tax expense of $36.4 million, including an increase in the valuation allowance of $21.0 million, that was recorded during the quarter.

Blackstone's effective tax rate was 5.6% and -15.5% for the three months ended September 30, 2020 and 2019, respectively, and 16.7% and -2.7% for the nine months ended September 30, 2020 and 2019, respectively. Blackstone's income tax provision (benefit) was $101.0 million and $(156.8) million for the three months ended September 30, 2020 and 2019, respectively, and $89.7 million and $(76.9) million for the nine months ended September 30, 2020 and 2019, respectively. For the three and nine months ended September 30, 2020, the effective tax rate differs from the statutory rate primarily because: (a) a portion of the reported net income (loss) before taxes is attributable to non-controlling interest holders and (b) there is a net change to the valuation allowance primarily resulting from the utilization of tax benefit on asset dispositions. For the three and nine months ended September 30, 2019, the effective tax rate differs from the statutory rate primarily because (a) Blackstone received the benefit of a portion of the step-up in tax basis resulting from the Conversion, (b) a portion of the net income (loss) before taxes is attributable to non-controlling interest holders and (c) a portion of the reported net income (loss) before taxes is attributable to the period prior to the Conversion.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

14. Earnings Per Share and Stockholder's Equity

Earnings Per Share

Basic and diluted net income per share of Class A common stock for the three and nine months ended September 30, 2020 and 2019 was calculated as follows:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Net Income for Per Share of Class A Common Stock Calculations				
Net Income Attributable to The Blackstone Group Inc., Basic and Diluted	$ 794,719	$ 779,437	$ 296,493	$ 1,566,533
Shares/Units Outstanding				
Weighted-Average Shares of Class A Common Stock Outstanding, Basic	700,184,580	675,963,129	695,049,997	674,714,040
Weighted-Average Shares of Unvested Deferred Restricted Class A Common Stock	343,386	256,629	287,578	265,007
Weighted-Average Shares of Class A Common Stock Outstanding, Diluted	700,527,966	676,219,758	695,337,575	674,979,047
Net Income Per Share of Class A Common Stock				
Basic	$ 1.14	$ 1.15	$ 0.43	$ 2.32
Diluted	$ 1.13	$ 1.15	$ 0.43	$ 2.32
Dividends Declared Per Share of Class A Common Stock (a)	$ 0.37	$ 0.48	$ 1.37	$ 1.43

(a) Dividends declared reflects the calendar date of the declaration for each dividend.

In computing the dilutive effect that the exchange of Blackstone Holdings Partnership Units would have on Net Income Per Share of Class A Common Stock, Blackstone considered that net income available to holders of shares of Class A common stock would increase due to the elimination of non-controlling interests in Blackstone Holdings, inclusive of any tax impact. The hypothetical conversion may be dilutive to the extent there is activity at The Blackstone Group Inc. level that has not previously been attributed to the non-controlling interests or if there is a change in tax rate as a result of a hypothetical conversion.

The following table summarizes the anti-dilutive securities for the three and nine months ended September 30, 2020 and 2019:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Weighted-Average Blackstone Holdings Partnership Units	501,898,454	524,859,672	506,274,987	525,779,901

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

Stockholder's Equity

In connection with the Conversion, effective July 1, 2019, each common unit of the Partnership outstanding immediately prior to the Conversion converted into one issued and outstanding, fully paid and nonassessable share of Class A common stock, $0.00001 par value per share, of the Company. The special voting unit of the Partnership outstanding immediately prior to the Conversion converted into one issued and outstanding, fully paid and nonassessable share of Class B common stock, $0.00001 par value per share, of the Company. The general partner units of the Partnership outstanding immediately prior to the Conversion converted into one issued and outstanding, fully paid and nonassessable share of Class C common stock, $0.00001 par value per share, of the Company.

The Class A and Class B common stock generally are non-voting. The Class B common stock generally will vote together with the Class A common stock as a single class on those few matters that may be submitted for a vote of the Class A common stock. The Class C common stock is the only class of the Company's common stock entitled to vote at a meeting of shareholders (or take similar action by written consent) in the election of directors and generally with respect to all other matters submitted to a vote of shareholders. Shareholders of Class B and Class C common stock are not entitled to dividends from the Company, or receipt of any of the Company's assets in the event of any dissolution, liquidation or winding up. Blackstone Partners L.L.C. is the sole holder of the Class B common stock and Blackstone Group Management L.L.C. is the sole holder of the Class C common stock.

In connection with the Conversion, the Company authorized 9 billion shares of preferred stock with a par value of $0.00001. There were no shares of preferred stock issued and outstanding as of September 30, 2020.

Share Repurchase Program

On July 16, 2019, Blackstone's board of directors authorized the repurchase of up to $1.0 billion of Class A common stock and Blackstone Holdings Partnership Units. Under the repurchase program, repurchases may be made from time to time in open market transactions, in privately negotiated transactions or otherwise. The timing and the actual numbers repurchased will depend on a variety of factors, including legal requirements, price and economic and market conditions. The repurchase program may be changed, suspended or discontinued at any time and does not have a specified expiration date.

During the three and nine months ended September 30, 2020, Blackstone repurchased 2.0 million and 9.0 million shares, respectively, of Blackstone Class A common stock at a total cost of $105.6 million and $474.0 million, respectively. During the three and nine months ended September 30, 2019, Blackstone repurchased 2.8 million and 11.3 million shares, respectively, of Blackstone Class A common stock at a total cost of $136.0 million and $479.1 million, respectively. As of September 30, 2020, the amount remaining available for repurchases under the repurchase program was $307.2 million. Class A common stock repurchased in the three months ended September 30, 2019 excludes shares for which trades were executed during the three months ended June 30, 2019 and settlement occurred in July 2019.

Shares Eligible for Dividends and Distributions

As of September 30, 2020, the total shares of Class A common stock and Blackstone Holdings Partnership Units entitled to participate in dividends and distributions were as follows:

	Shares/Units
Class A Common Stock Outstanding	680,680,748
Unvested Participating Common Stock	19,968,387
Total Participating Common Stock	700,649,135
Participating Blackstone Holdings Partnership Units	500,054,874
	1,200,704,009

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15. Equity-Based Compensation

Blackstone has granted equity-based compensation awards to Blackstone's senior managing directors, non-partner professionals, non-professionals and selected external advisers under Blackstone's Amended and Restated 2007 Equity Incentive Plan (the "Equity Plan"). The Equity Plan allows for the granting of options, share appreciation rights or other share-based awards (shares, restricted shares, restricted shares of Class A common stock, deferred restricted shares of Class A common stock, phantom restricted shares of Class A common stock or other share-based awards based in whole or in part on the fair market value of shares of Blackstone Class A common stock or Blackstone Holdings Partnership Units) which may contain certain service or performance requirements. As of January 1, 2020, Blackstone had the ability to grant 171,085,619 shares under the Equity Plan.

For the three and nine months ended September 30, 2020, Blackstone recorded compensation expense of $110.8 million and $349.5 million, respectively, in relation to its equity-based awards with corresponding tax benefits of $12.5 million and $40.9 million, respectively. For the three and nine months ended September 30, 2019, Blackstone recorded compensation expense of $107.8 million and $331.8 million, respectively, in relation to its equity-based awards with corresponding tax benefits of $3.4 million and $38.0 million, respectively.

As of September 30, 2020, there was $1.1 billion of estimated unrecognized compensation expense related to unvested awards. This cost is expected to be recognized over a weighted-average period of 3.5 years.

Total vested and unvested outstanding shares, including Blackstone Class A common stock, Blackstone Holdings Partnership Units and deferred restricted shares of Class A common stock, were 1,200,963,378 as of September 30, 2020. Total outstanding phantom shares were 69,666 as of September 30, 2020.

A summary of the status of Blackstone's unvested equity-based awards as of September 30, 2020 and of changes during the period January 1, 2020 through September 30, 2020 is presented below:

	Blackstone Holdings		The Blackstone Group Inc.			
			Equity Settled Awards		Cash Settled Awards	
Unvested Shares/Units	Partnership Units	Weighted-Average Grant Date Fair Value	Deferred Restricted Shares of Class A Common Stock	Weighted-Average Grant Date Fair Value	Phantom Shares	Weighted-Average Grant Date Fair Value
Balance, December 31, 2019	32,159,218	$ 36.25	8,969,736	$ 35.26	51,341	$ 52.85
Granted	—	—	14,274,268	45.37	21,189	56.95
Vested	(7,785,703)	38.82	(3,250,111)	34.88	(8,842)	53.57
Forfeited	(107,945)	36.72	(506,810)	37.75	—	—
Balance, September 30, 2020	24,265,570	$ 36.41	19,487,083	$ 42.29	63,688	$ 53.72

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

Shares/Units Expected to Vest

The following unvested shares and units, after expected forfeitures, as of September 30, 2020, are expected to vest:

	Shares/Units	Weighted-Average Service Period in Years
Blackstone Holdings Partnership Units	23,539,139	3.1
Deferred Restricted Shares of Class A Common Stock	19,217,872	3.6
Total Equity-Based Awards	42,757,011	3.3
Phantom Shares	60,562	3.2

16. Related Party Transactions

Affiliate Receivables and Payables

Due from Affiliates and Due to Affiliates consisted of the following:

	September 30, 2020	December 31, 2019
Due from Affiliates		
Management Fees, Performance Revenues, Reimbursable Expenses and Other Receivables from Non-Consolidated Entities and Portfolio Companies	$ 2,287,691	$ 1,999,568
Due from Certain Non-Controlling Interest Holders and Blackstone Employees	496,149	573,679
Accrual for Potential Clawback of Previously Distributed Performance Allocations	33,464	21,626
	$ 2,817,304	$ 2,594,873

	September 30, 2020	December 31, 2019
Due to Affiliates		
Due to Certain Non-Controlling Interest Holders in Connection with the Tax Receivable Agreements	$ 792,621	$ 672,981
Due to Non-Consolidated Entities	108,390	100,286
Due to Note-Holders of Consolidated CLO Vehicles	—	78,252
Due to Certain Non-Controlling Interest Holders and Blackstone Employees	37,622	48,433
Accrual for Potential Repayment of Previously Received Performance Allocations	125,703	126,919
	$ 1,064,336	$ 1,026,871

Interests of the Founder, Senior Managing Directors, Employees and Other Related Parties

The Founder, senior managing directors, employees and certain other related parties invest on a discretionary basis in the consolidated Blackstone Funds both directly and through consolidated entities. These investments generally are subject to preferential management fee and performance allocation or incentive fee arrangements. As of September 30, 2020 and December 31, 2019, such investments aggregated $1.0 billion and $969.3 million, respectively. Their share of the Net Income Attributable to Redeemable Non-Controlling and Non-Controlling Interests in Consolidated Entities aggregated $94.5 million and $6.2 million for the three months ended September 30, 2020 and 2019, respectively, and $(19.8) million and $54.8 million for the nine months ended September 30, 2020 and 2019, respectively.

Loans to Affiliates

Loans to affiliates consist of interest bearing advances to certain Blackstone individuals to finance their investments in certain Blackstone Funds. These loans earn interest at Blackstone's cost of borrowing and such interest totaled $0.7 million and $1.1 million for the three months ended September 30, 2020 and 2019, respectively, and $4.7 million and $5.3 million for the nine months ended September 30, 2020 and 2019, respectively.

Contingent Repayment Guarantee

Blackstone and its personnel who have received Performance Allocation distributions have guaranteed payment on a several basis (subject to a cap) to the carry funds of any clawback obligation with respect to the excess Performance Allocation allocated to the general partners of such funds and indirectly received thereby to the extent that either Blackstone or its personnel fails to fulfill its clawback obligation, if any. The Accrual for Potential Repayment of Previously Received Performance Allocations represents amounts previously paid to Blackstone Holdings and non-controlling interest holders that would need to be repaid to the Blackstone Funds if the carry funds were to be liquidated based on the fair value of their underlying investments as of September 30, 2020. See Note 17. "Commitments and Contingencies — Contingencies — Contingent Obligations (Clawback)".

Aircraft and Other Services

In the normal course of business, Blackstone makes use of aircraft owned by Stephen A. Schwarzman; aircraft owned by Jonathan D. Gray; and aircraft owned jointly by Joseph P. Baratta and two other individuals (each such aircraft, "Personal Aircraft"). Each of Messrs. Schwarzman, Gray and Baratta paid for his respective ownership interest in his Personal Aircraft himself and bears his respective share of all operating, personnel and maintenance costs associated with the operation of such Personal Aircraft. The payments Blackstone makes for the use of the Personal Aircraft are based on current market rates.

In addition, on occasion, certain of Blackstone's executive officers and employee directors and their families may make personal use of aircraft in which Blackstone owns a fractional interest, as well as other assets of Blackstone. Any such personal use of Blackstone assets is charged to the executive officer or employee director based on market rates and usage. Personal use of Blackstone resources is also reimbursed to Blackstone based on market rates.

The transactions described herein are not material to the Condensed Consolidated Financial Statements.

Tax Receivable Agreements

Blackstone used a portion of the proceeds from the IPO and other sales of shares to purchase interests in the predecessor businesses from the predecessor owners. In addition, holders of Blackstone Holdings Partnership Units may exchange their Blackstone Holdings Partnership Units for shares of Blackstone Class A common stock on a one-for-one basis. The purchase and subsequent exchanges are expected to result in increases in the tax basis of the tangible and intangible assets of Blackstone Holdings and therefore reduce the amount of tax that Blackstone would otherwise be required to pay in the future.

Blackstone has entered into tax receivable agreements with each of the predecessor owners and additional tax receivable agreements have been executed, and will continue to be executed, with newly-admitted senior managing directors and others who acquire Blackstone Holdings Partnership Units. The agreements provide for the payment by the corporate taxpayer to such owners of 85% of the amount of cash savings, if any, in U.S. federal, state and local income tax that the corporate taxpayers actually realize as a result of the aforementioned increases in tax basis and of certain other tax benefits related to entering into these tax receivable agreements. For purposes of the tax receivable agreements, cash savings in income tax will be computed by comparing the actual income tax liability of the corporate taxpayers to the amount of such taxes that the corporate taxpayers would have been required to pay had there been no increase to the tax basis of the tangible and intangible assets of Blackstone Holdings as a result of the exchanges and had the corporate taxpayers not entered into the tax receivable agreements.

Assuming no future material changes in the relevant tax law and that the corporate taxpayers earn sufficient taxable income to realize the full tax benefit of the increased amortization of the assets, the expected future payments under the tax receivable agreements (which are taxable to the recipients) will aggregate $792.6 million over the next 15 years. The after-tax net present value of these estimated payments totals $228.0 million assuming a 15% discount rate and using Blackstone's most recent projections relating to the estimated timing of the benefit to be received. Future payments under the tax receivable agreements in respect of subsequent exchanges would be in addition to these amounts. The payments under the tax receivable agreements are not conditioned upon continued ownership of Blackstone equity interests by the pre-IPO owners and the others mentioned above.

Amounts related to the deferred tax asset resulting from the increase in tax basis from the exchange of Blackstone Holdings Partnership Units to shares of Blackstone Class A common stock, the resulting remeasurement of net deferred tax assets at the Blackstone ownership percentage at the balance sheet date, the due to affiliates for the future payments resulting from the tax receivable agreements and resulting adjustment to partners' capital are included as Acquisition of Ownership Interests from Non-Controlling Interest Holders in the Supplemental Disclosure of Non-Cash Investing and Financing Activities in the Condensed Consolidated Statements of Cash Flows.

Other

Blackstone does business with and on behalf of some of its Portfolio Companies; all such arrangements are on a negotiated basis.

Additionally, please see Note 17. "Commitments and Contingencies — Contingencies — Guarantees" for information regarding guarantees provided to a lending institution for certain loans held by employees.

17. Commitments and Contingencies

Commitments

Investment Commitments

Blackstone had $4.2 billion of investment commitments as of September 30, 2020 representing general partner capital funding commitments to the Blackstone Funds, limited partner capital funding to other funds and Blackstone principal investment commitments, including loan commitments. The consolidated Blackstone Funds had signed investment commitments of $176.3 million as of September 30, 2020, which includes $116.2 million of signed investment commitments for portfolio company acquisitions in the process of closing.

Contingencies

Guarantees

Certain of Blackstone's consolidated real estate funds guarantee payments to third parties in connection with the ongoing business activities and/or acquisitions of their Portfolio Companies. There is no direct recourse to Blackstone to fulfill such obligations. To the extent that underlying funds are required to fulfill guarantee obligations, Blackstone's invested capital in such funds is at risk. Total investments at risk in respect of guarantees extended by consolidated real estate funds was $21.8 million as of September 30, 2020.

The Blackstone Holdings Partnerships provided guarantees to a lending institution for certain loans held by employees either for investment in Blackstone Funds or for members' capital contributions to The Blackstone Group International Partners LLP. The amount guaranteed as of September 30, 2020 was $221.9 million.

Litigation

Blackstone may from time to time be involved in litigation and claims incidental to the conduct of its business. Blackstone's businesses are also subject to extensive regulation, which may result in regulatory proceedings against Blackstone.

Blackstone accrues a liability for legal proceedings only when those matters present loss contingencies that are both probable and reasonably estimable. In such cases, there may be an exposure to loss in excess of any amounts accrued. Although there can be no assurance of the outcome of such legal actions, based on information known by management, Blackstone does not have a potential liability related to any current legal proceeding or claim that would individually or in the aggregate materially affect its results of operations, financial position or cash flows.

In December 2017, a purported derivative suit (Mayberry v. KKR & Co., L.P., et al.) was filed in the Commonwealth of Kentucky Franklin County Circuit Court on behalf of the Kentucky Retirement System ("KRS") by eight of its members and beneficiaries alleging various breaches of fiduciary duty and other violations of Kentucky state law in connection with KRS's investment in three hedge funds of funds, including a fund managed by Blackstone Alternative Asset Management L.P. ("BAAM L.P."). The suit names more than 30 defendants, including The Blackstone Group L.P.; BAAM L.P.; Stephen A. Schwarzman, as Chairman and CEO of Blackstone; and J. Tomilson Hill, as then-President and CEO of the Hedge Fund Solutions Group, Vice Chairman of Blackstone and CEO of BAAM L.P. (collectively, the "Blackstone Defendants"). Aside from the Blackstone Defendants, the action also names current and former KRS trustees and former KRS officers and various other service providers to KRS and their related persons.

The plaintiffs filed an amended complaint in January 2018. In November 2018, the Circuit Court granted one defendant's motion to dismiss and denied all other defendants' motions to dismiss, including those of the Blackstone Defendants. In January 2019, certain of the KRS trustee and officer defendants noticed appeals from the denial of the motions to dismiss to the Kentucky Court of Appeals, and also filed a motion to stay the Mayberry proceedings in Circuit Court pending the outcome of those appeals. In addition, several defendants, including Blackstone and BAAM L.P., filed petitions in the Kentucky Court of Appeals for a writ of prohibition against the ongoing Mayberry proceedings on the ground that the plaintiffs lack standing. In April 2019, the KRS trustee and officer defendants' appeals were transferred to the Kentucky Supreme Court.

On April 23, 2019, the Kentucky Court of Appeals granted the Blackstone Defendants' petition for a writ of prohibition and vacated the Circuit Court's November 30, 2018 Opinion and Order denying the motion to dismiss for lack of standing. On April 24, 2019, the Mayberry Plaintiffs filed a notice of appeal of that order to the Kentucky Supreme Court. The Kentucky Supreme Court heard oral argument on the appeal on October 24, 2019.

On July 9, 2020, the Kentucky Supreme Court unanimously held that the plaintiffs lack constitutional standing to bring their claims and remanded the case to the Circuit Court with direction to dismiss the complaint. On July 20, 2020, the Kentucky Attorney General filed a motion to intervene and a proposed intervening complaint in the Mayberry action on behalf of the Commonwealth of Kentucky. The Blackstone Defendants filed their objection to that motion on July 30, 2020 and a decision on the motion to intervene is pending. On July 21, 2020, the Kentucky Attorney General also filed a separate action in Franklin County Circuit Court that is nearly identical to its proposed intervening complaint. In addition, on July 29, 2020, counsel for certain of the Mayberry Plaintiffs filed a motion for leave to amend their complaint, purporting to remedy the standing defects identified by the Kentucky Supreme Court. The Blackstone Defendants intend to oppose the pending motion to amend.

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Blackstone continues to believe that these suits are totally without merit and intends to defend them vigorously.

Contingent Obligations (Clawback)

Performance Allocations are subject to clawback to the extent that the Performance Allocations received to date with respect to a fund exceeds the amount due to Blackstone based on cumulative results of that fund. The actual clawback liability, however, generally does not become realized until the end of a fund's life except for certain Blackstone real estate funds, multi-asset class investment funds and credit-focused funds, which may have an interim clawback liability. The lives of the carry funds, including available contemplated extensions, for which a liability for potential clawback obligations has been recorded for financial reporting purposes, are currently anticipated to expire at various points through 2029. Further extensions of such terms may be implemented under given circumstances.

For financial reporting purposes, when applicable, the general partners record a liability for potential clawback obligations to the limited partners of some of the carry funds due to changes in the unrealized value of a fund's remaining investments and where the fund's general partner has previously received Performance Allocation distributions with respect to such fund's realized investments.

The following table presents the clawback obligations by segment:

	September 30, 2020			December 31, 2019		
Segment	**Blackstone Holdings**	**Current and Former Personnel (a)**	**Total**	**Blackstone Holdings**	**Current and Former Personnel (a)**	**Total**
Real Estate	$ 25,684	$ 13,785	$ 39,469	$ 16,151	$ 10,597	$ 26,748
Private Equity	61,098	(5,047)	56,051	82,276	2,860	85,136
Credit & Insurance	14,012	16,171	30,183	6,866	8,169	15,035
	$ 100,794	$ 24,909	$ 125,703	$ 105,293	$ 21,626	$ 126,919

(a) The split of clawback between Blackstone Holdings and Current and Former Personnel is based on the performance of individual investments held by a fund rather than on a fund by fund basis.

For Private Equity, Real Estate, and certain Credit & Insurance Funds, a portion of the Performance Allocations paid to current and former Blackstone personnel is held in segregated accounts in the event of a cash clawback obligation. These segregated accounts are not included in the Condensed Consolidated Financial Statements of Blackstone, except to the extent a portion of the assets held in the segregated accounts may be allocated to a consolidated Blackstone fund of hedge funds. At September 30, 2020, $758.0 million was held in segregated accounts for the purpose of meeting any clawback obligations of current and former personnel if such payments are required.

In the Credit & Insurance segment, payment of Performance Allocations to Blackstone by the majority of the stressed/distressed, mezzanine and credit alpha strategies funds are substantially deferred under the terms of the partnership agreements. This deferral mitigates the need to hold funds in segregated accounts in the event of a cash clawback obligation.

If, at September 30, 2020, all of the investments held by our carry funds were deemed worthless, a possibility that management views as remote, the amount of Performance Allocations subject to potential clawback would be $3.6 billion, on an after-tax basis where applicable, of which Blackstone Holdings is potentially liable for $3.1 billion if current and former Blackstone personnel default on their share of the liability, a possibility that management also views as remote.

18. Segment Reporting

Blackstone transacts its primary business in the United States and substantially all of its revenues are generated domestically.

Blackstone conducts its alternative asset management businesses through four segments:

- Real Estate – Blackstone's Real Estate segment primarily comprises its management of global, Europe and Asia-focused opportunistic real estate funds, high-yield and high-grade real estate debt funds, liquid real estate debt funds, core+ real estate funds which also include a non-exchange traded REIT and a NYSE-listed REIT.

- Private Equity – Blackstone's Private Equity segment includes its management of flagship corporate private equity funds, sector and geographically-focused corporate private equity funds, including energy and Asia-focused funds, core private equity funds, an opportunistic investment platform, a secondary fund of funds business, infrastructure-focused funds, a life sciences private investment platform, a growth equity investment platform, a multi-asset investment program for eligible high net worth investors and a capital markets services business.

- Hedge Fund Solutions – The largest component of Blackstone's Hedge Fund Solutions segment is Blackstone Alternative Asset Management, which manages a broad range of commingled and customized hedge fund of fund solutions. The segment also includes investment platforms that seed new hedge fund businesses, purchase minority interests in more established general partners and management companies of funds, invest in special situation opportunities, create alternative solutions in the form of daily liquidity products and invest directly.

- Credit & Insurance – Blackstone's Credit & Insurance segment consists principally of GSO Capital Partners LP, which is organized into three overarching strategies: performing credit strategies (which include mezzanine lending funds, middle market direct lending funds, including our business development company, our secured lending fund, our structured products group and other performing credit strategy funds), distressed strategies (which include credit alpha strategies, stressed/distressed funds and energy strategies) and long only strategies (which consist of CLOs, closed-ended funds, open-ended funds and separately managed accounts). In addition, the segment includes a publicly traded master limited partnership investment platform, Harvest, and our insurer-focused platform, Blackstone Insurance Solutions.

These business segments are differentiated by their various investment strategies. The Real Estate, Private Equity, Hedge Fund Solutions and Credit & Insurance segments primarily earn their income from management fees and investment returns on assets under management.

Segment Distributable Earnings is Blackstone's segment profitability measure used to make operating decisions and assess performance across Blackstone's four segments. Blackstone's segments are presented on a basis that deconsolidates Blackstone Funds, eliminates non-controlling ownership interests in Blackstone's consolidated operating partnerships, removes the amortization of intangible assets and removes Transaction-Related Charges. Transaction-Related Charges arise from corporate actions including acquisitions, divestitures and Blackstone's initial public offering. They consist primarily of equity-based compensation charges, gains and losses on contingent consideration arrangements, changes in the balance of the Tax Receivable Agreement resulting from a change in tax law or similar event, transaction costs and any gains or losses associated with these corporate actions.

For segment reporting purposes, Segment Distributable Earnings is presented along with its major components, Fee Related Earnings and Net Realizations. Fee Related Earnings is used to assess Blackstone's ability to generate profits from revenues that are measured and received on a recurring basis and not subject to future realization events. Net Realizations is the sum of Realized Principal Investment Income and Realized Performance Revenues less Realized Performance Compensation. Performance Allocations and Incentive Fees are presented together and referred to collectively as Performance Revenues or Performance Compensation.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

Segment Presentation

The following tables present the financial data for Blackstone's four segments for the three months ended September 30, 2020 and 2019:

	Three Months Ended September 30, 2020				
	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total Segments
Management and Advisory Fees, Net					
Base Management Fees	$ 392,785	$ 352,866	$ 146,082	$ 152,037	$ 1,043,770
Transaction, Advisory and Other Fees, Net	17,464	11,571	1,255	3,338	33,628
Management Fee Offsets	(1,039)	(16,264)	(22)	(2,233)	(19,558)
Total Management and Advisory Fees, Net	409,210	348,173	147,315	153,142	1,057,840
Fee Related Performance Revenues	55,327	—	—	9,623	64,950
Fee Related Compensation	(138,342)	(119,301)	(41,405)	(61,585)	(360,633)
Other Operating Expenses	(42,566)	(45,702)	(19,652)	(43,293)	(151,213)
Fee Related Earnings	283,629	183,170	86,258	57,887	610,944
Realized Performance Revenues	18,872	295,239	5,618	225	319,954
Realized Performance Compensation	(7,343)	(112,713)	(1,257)	(417)	(121,730)
Realized Principal Investment Income (Loss)	4,946	10,248	(150)	840	15,884
Total Net Realizations	16,475	192,774	4,211	648	214,108
Total Segment Distributable Earnings	$ 300,104	$ 375,944	$ 90,469	$ 58,535	$ 825,052

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

	Three Months Ended September 30, 2019				
	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total Segments
Management and Advisory Fees, Net					
Base Management Fees	$ 266,779	$ 252,510	$ 140,694	$ 149,746	$ 809,729
Transaction, Advisory and Other Fees, Net	73,385	14,657	691	3,969	92,702
Management Fee Offsets	(7,635)	(11,889)	(18)	(2,544)	(22,086)
Total Management and Advisory Fees, Net	332,529	255,278	141,367	151,171	880,345
Fee Related Performance Revenues	30,600	—	—	3,625	34,225
Fee Related Compensation	(132,183)	(105,773)	(38,898)	(52,980)	(329,834)
Other Operating Expenses	(43,897)	(38,235)	(20,495)	(41,724)	(144,351)
Fee Related Earnings	187,049	111,270	81,974	60,092	440,385
Realized Performance Revenues	282,379	124,231	1,848	12,382	420,840
Realized Performance Compensation	(85,544)	(52,034)	(1,000)	(5,292)	(143,870)
Realized Principal Investment Income	17,968	11,977	1,480	4,723	36,148
Total Net Realizations	214,803	84,174	2,328	11,813	313,118
Total Segment Distributable Earnings	$ 401,852	$ 195,444	$ 84,302	$ 71,905	$ 753,503

The following tables present the financial data for Blackstone's four segments as of September 30, 2020 and for the nine months ended September 30, 2020 and 2019:

	September 30, 2020 and the Nine Months Then Ended				
	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total Segments
Management and Advisory Fees, Net					
Base Management Fees	$ 1,146,927	$ 874,910	$ 431,193	$ 442,930	$ 2,895,960
Transaction, Advisory and Other Fees, Net	72,527	42,505	2,872	14,681	132,585
Management Fee Offsets	(11,816)	(33,510)	(60)	(8,019)	(53,405)
Total Management and Advisory Fees, Net	1,207,638	883,905	434,005	449,592	2,975,140
Fee Related Performance Revenues	66,383	—	—	26,066	92,449
Fee Related Compensation	(375,278)	(322,494)	(127,949)	(188,080)	(1,013,801)
Other Operating Expenses	(127,567)	(131,530)	(56,126)	(118,458)	(433,681)
Fee Related Earnings	771,176	429,881	249,930	169,120	1,620,107
Realized Performance Revenues	96,801	471,828	8,867	11,868	589,364
Realized Performance Compensation	(33,282)	(192,372)	(2,202)	(2,963)	(230,819)
Realized Principal Investment Income (Loss)	13,819	38,011	(1,090)	4,372	55,112
Total Net Realizations	77,338	317,467	5,575	13,277	413,657
Total Segment Distributable Earnings	$ 848,514	$ 747,348	$ 255,505	$ 182,397	$ 2,033,764
Segment Assets	$ 8,402,852	$ 9,399,314	$ 2,338,539	$ 3,486,097	$ 23,626,802

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

	Nine Months Ended September 30, 2019				
	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total Segments
Management and Advisory Fees, Net					
Base Management Fees	$ 782,660	$ 737,066	$ 415,012	$ 437,824	$ 2,372,562
Transaction, Advisory and Other Fees, Net	121,286	83,474	1,732	12,855	219,347
Management Fee Offsets	(9,601)	(34,563)	(18)	(9,164)	(53,346)
Total Management and Advisory Fees, Net	894,345	785,977	416,726	441,515	2,538,563
Fee Related Performance Revenues	48,348	—	—	7,280	55,628
Fee Related Compensation	(344,794)	(318,467)	(118,474)	(165,964)	(947,699)
Other Operating Expenses	(122,997)	(112,865)	(59,492)	(114,429)	(409,783)
Fee Related Earnings	474,902	354,645	238,760	168,402	1,236,709
Realized Performance Revenues	558,134	403,737	17,899	29,225	1,008,995
Realized Performance Compensation	(183,186)	(154,671)	(4,588)	(12,131)	(354,576)
Realized Principal Investment Income	63,257	80,022	13,503	28,831	185,613
Total Net Realizations	438,205	329,088	26,814	45,925	840,032
Total Segment Distributable Earnings	$ 913,107	$ 683,733	$ 265,574	$ 214,327	$ 2,076,741

Reconciliations of Total Segment Amounts

The following tables reconcile the Total Segment Revenues, Expenses and Distributable Earnings to their equivalent GAAP measure for the three and nine months ended September 30, 2020 and 2019 along with Total Assets as of September 30, 2020:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Revenues				
Total GAAP Revenues	$ 3,032,898	$ 1,735,113	$ 2,473,003	$ 5,246,790
Less: Unrealized Performance Revenues (a)	(1,403,480)	(176,604)	982,043	(998,335)
Less: Unrealized Principal Investment (Income) Loss (b)	(177,125)	5,219	216,169	(78,353)
Less: Interest and Dividend Revenue (c)	(26,497)	(45,048)	(90,386)	(137,738)
Less: Other Revenue (d)	192,623	(92,843)	110,078	(85,882)
Impact of Consolidation (e)	(167,654)	120,214	11,865	15,246
Amortization of Intangibles (f)	387	387	1,161	1,161
Transaction-Related Charges (g)	6,084	(176,623)	3,944	(179,329)
Intersegment Eliminations	1,392	1,743	4,188	5,239
Total Segment Revenue (h)	$ 1,458,628	$ 1,371,558	$ 3,712,065	$ 3,788,799

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Expenses				
Total GAAP Expenses	$ 1,332,846	$ 947,220	$ 1,867,452	$ 2,850,624
Less: Unrealized Performance Allocations Compensation (i)	(509,474)	(94,907)	433,091	(446,440)
Less: Equity-Based Compensation (j)	(89,862)	(58,570)	(266,675)	(178,451)
Less: Interest Expense (k)	(39,228)	(52,815)	(119,692)	(137,683)
Impact of Consolidation (e)	(2,084)	(14,444)	(22,563)	(39,716)
Amortization of Intangibles (f)	(16,096)	(16,096)	(48,288)	(48,288)
Transaction-Related Charges (g)	(41,199)	(94,076)	(166,493)	(293,227)
Administrative Fee Adjustment (l)	(2,719)	—	(2,719)	—
Intersegment Eliminations	1,392	1,743	4,188	5,239
Total Segment Expenses (m)	$ 633,576	$ 618,055	$ 1,678,301	$ 1,712,058

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Other Income				
Total GAAP Other Income	$ 101,059	$ 223,056	$ (68,537)	$ 414,512
Impact of Consolidation (e)	(101,059)	(223,056)	68,537	(414,512)
Total Segment Other Income	$ —	$ —	$ —	$ —

	Three Months Ended September 30, 2020	Three Months Ended September 30, 2019	Nine Months Ended September 30, 2020	Nine Months Ended September 30, 2019
Income Before Provision (Benefit) for Taxes				
Total GAAP Income Before Provision (Benefit) for Taxes	$ 1,801,111	$ 1,010,949	$ 537,014	$ 2,810,678
Less: Unrealized Performance Revenues (a)	(1,403,480)	(176,604)	982,043	(998,335)
Less: Unrealized Principal Investment (Income) Loss (b)	(177,125)	5,219	216,169	(78,353)
Less: Interest and Dividend Revenue (c)	(26,497)	(45,048)	(90,386)	(137,738)
Less: Other Revenue (d)	192,623	(92,843)	110,078	(85,882)
Plus: Unrealized Performance Allocations Compensation (i)	509,474	94,907	(433,091)	446,440
Plus: Equity-Based Compensation (j)	89,862	58,570	266,675	178,451
Plus: Interest Expense (k)	39,228	52,815	119,692	137,683
Impact of Consolidation (e)	(266,629)	(88,398)	102,965	(359,550)
Amortization of Intangibles (f)	16,483	16,483	49,449	49,449
Transaction-Related Charges (g)	47,283	(82,547)	170,437	113,898
Administrative Fee Adjustment (l)	2,719	—	2,719	—
Total Segment Distributable Earnings	$ 825,052	$ 753,503	$ 2,033,764	$ 2,076,741

	As of September 30, 2020
Total Assets	
Total GAAP Assets	$ 25,041,565
Impact of Consolidation (e)	(1,414,763)
Total Segment Assets	$ 23,626,802

Segment basis presents revenues and expenses on a basis that deconsolidates the investment funds Blackstone manages and excludes the amortization of intangibles and Transaction-Related Charges.

(a) This adjustment removes Unrealized Performance Revenues on a segment basis.

(b) This adjustment removes Unrealized Principal Investment Income (Loss) on a segment basis.

(c) This adjustment removes Interest and Dividend Revenue on a segment basis.

(d) This adjustment removes Other Revenue on a segment basis. For the three months ended September 30, 2020 and 2019, Other Revenue on a GAAP basis was $(192.2) million and $93.3 million, and included $(193.5) million and $91.9 million of foreign exchange gains (losses), respectively. For the nine months ended September 30, 2020 and 2019, Other Revenue on a GAAP basis was $(109.6) million and $86.4 million, and included $(113.2) million and $83.7 million of foreign exchange gains (losses), respectively.

(e) This adjustment reverses the effect of consolidating Blackstone Funds, which are excluded from Blackstone's segment presentation. This adjustment includes the elimination of Blackstone's interest in these funds, the removal of revenue from the reimbursement of certain expenses by the Blackstone Funds, which are presented gross under GAAP but netted against Management and Advisory Fees, Net in the Total Segment measures, and the removal of amounts associated with the ownership of Blackstone consolidated operating partnerships held by non-controlling interests.

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

(f) This adjustment removes the amortization of transaction-related intangibles, which are excluded from Blackstone's segment presentation. This amount includes amortization of intangibles associated with Blackstone's investment in Pátria, which is accounted for under the equity method.

(g) This adjustment removes Transaction-Related Charges, which are excluded from Blackstone's segment presentation. Transaction-Related Charges arise from corporate actions including acquisitions, divestitures, and Blackstone's initial public offering. They consist primarily of equity-based compensation charges, gains and losses on contingent consideration arrangements, changes in the balance of the Tax Receivable Agreement resulting from a change in tax law or similar event, transaction costs and any gains or losses associated with these corporate actions.

(h) Total Segment Revenues is comprised of the following:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Total Segment Management and Advisory Fees, Net	$ 1,057,840	$ 880,345	$ 2,975,140	$ 2,538,563
Total Segment Fee Related Performance Revenues	64,950	34,225	92,449	55,628
Total Segment Realized Performance Revenues	319,954	420,840	589,364	1,008,995
Total Segment Realized Principal Investment Income	15,884	36,148	55,112	185,613
Total Segment Revenues	$ 1,458,628	$ 1,371,558	$ 3,712,065	$ 3,788,799

(i) This adjustment removes Unrealized Performance Allocations Compensation.

(j) This adjustment removes Equity-Based Compensation on a segment basis.

(k) This adjustment removes Interest Expense, excluding interest expense related to the Tax Receivable Agreement.

(l) This adjustment adds an amount equal to an administrative fee collected on a quarterly basis from certain holders of Blackstone Holdings Partnership Units. The administrative fee is accounted for as a capital contribution under GAAP, but is reflected as a reduction of Other Operating Expenses in Blackstone's segment presentation.

(m) Total Segment Expenses is comprised of the following:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Total Segment Fee Related Compensation	$ 360,633	$ 329,834	$ 1,013,801	$ 947,699
Total Segment Realized Performance Compensation	121,730	143,870	230,819	354,576
Total Segment Other Operating Expenses	151,213	144,351	433,681	409,783
Total Segment Expenses	$ 633,576	$ 618,055	$ 1,678,301	$ 1,712,058

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

Reconciliations of Total Segment Components

The following tables reconcile the components of Total Segments to their equivalent GAAP measures, reported on the Condensed Consolidated Statement of Operations for the three and nine months ended September 30, 2020 and 2019:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Management and Advisory Fees, Net				
GAAP	$ 1,053,851	$ 878,151	$ 2,958,411	$ 2,528,255
Segment Adjustment (a)	3,989	2,194	16,729	10,308
Total Segment	$ 1,057,840	$ 880,345	$ 2,975,140	$ 2,538,563

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
GAAP Realized Performance Revenues to Total Segment Fee Related Performance Revenues				
GAAP				
Incentive Fees	$ 13,498	$ 8,254	$ 40,959	$ 42,301
Investment Income - Realized Performance Allocations	371,406	446,550	640,846	1,021,445
GAAP	384,904	454,804	681,805	1,063,746
Total Segment				
Less: Realized Performance Revenues	(319,954)	(420,840)	(589,364)	(1,008,995)
Segment Adjustment (b)	—	261	8	877
Total Segment	$ 64,950	$ 34,225	$ 92,449	$ 55,628

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
GAAP Compensation to Total Segment Fee Related Compensation				
GAAP				
Compensation	$ 460,983	$ 462,766	$ 1,395,983	$ 1,372,684
Incentive Fee Compensation	7,385	5,419	22,339	19,711
Realized Performance Allocations Compensation	142,149	155,663	253,141	367,883
GAAP	610,517	623,848	1,671,463	1,760,278
Total Segment				
Less: Realized Performance Compensation	(121,730)	(143,870)	(230,819)	(354,576)
Less: Equity-Based Compensation - Operating Compensation	(88,180)	(56,139)	(260,719)	(170,072)
Less: Equity-Based Compensation - Performance Compensation	(1,682)	(2,431)	(5,956)	(8,379)
Segment Adjustment (c)	(38,292)	(91,574)	(160,168)	(279,552)
Total Segment	$ 360,633	$ 329,834	$ 1,013,801	$ 947,699

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
GAAP General, Administrative and Other to Total Segment Other Operating Expenses				
GAAP	$ 171,041	$ 171,067	$ 497,658	$ 492,437
Segment Adjustment (d)	(19,828)	(26,716)	(63,977)	(82,654)
Total Segment	$ 151,213	$ 144,351	$ 433,681	$ 409,783

(All Dollars are in Thousands, Except Share and Per Share Data, Except Where Noted)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Realized Performance Revenues				
GAAP				
Incentive Fees	$ 13,498	$ 8,254	$ 40,959	$ 42,301
Investment Income - Realized Performance Allocations	371,406	446,550	640,846	1,021,445
GAAP	384,904	454,804	681,805	1,063,746
Total Segment				
Less: Fee Related Performance Revenues	(64,950)	(34,225)	(92,449)	(55,628)
Segment Adjustment (b)	—	261	8	877
Total Segment	$ 319,954	$ 420,840	$ 589,364	$ 1,008,995

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Realized Performance Compensation				
GAAP				
Incentive Fee Compensation	$ 7,385	$ 5,419	$ 22,339	$ 19,711
Realized Performance Allocation Compensation	142,149	155,663	253,141	367,883
GAAP	149,534	161,082	275,480	387,594
Total Segment				
Less: Fee Related Performance Compensation	(26,122)	(14,781)	(38,705)	(24,639)
Less: Equity-Based Compensation - Performance Compensation	(1,682)	(2,431)	(5,956)	(8,379)
Total Segment	$ 121,730	$ 143,870	$ 230,819	$ 354,576

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Realized Principal Investment Income				
GAAP	$ 61,017	$ 74,642	$ 170,814	$ 292,943
Segment Adjustment (e)	(45,133)	(38,494)	(115,702)	(107,330)
Total Segment	$ 15,884	$ 36,148	$ 55,112	$ 185,613

Segment basis presents revenues and expenses on a basis that deconsolidates the investment funds Blackstone manages and excludes the amortization of intangibles, the expense of equity-based awards and Transaction-Related Charges.

(a) Represents (1) the add back of net management fees earned from consolidated Blackstone Funds which have been eliminated in consolidation, and (2) the removal of revenue from the reimbursement of certain expenses by the Blackstone Funds, which are presented gross under GAAP but netted against Management and Advisory Fees, Net in the Total Segment measures.

(b) Represents the add back of Performance Revenues earned from consolidated Blackstone Funds which have been eliminated in consolidation.

(c) Represents the removal of Transaction-Related Charges that are not recorded in the Total Segment measures.

(d) Represents the removal of (1) the amortization of transaction-related intangibles, and (2) certain expenses reimbursed by the Blackstone Funds, which are presented gross under GAAP but netted against Management and Advisory Fees, Net in the Total Segment measures. Beginning in the three months ended September 30, 2020, includes a reduction equal to an administrative fee collected on a quarterly basis from certain holders of Blackstone Holdings Partnership Units which is accounted for as a capital contribution under GAAP, but is reflected as a reduction of Other Operating Expenses in Blackstone's segment presentation.

(e) Represents (1) the add back of Principal Investment Income, including general partner income, earned from consolidated Blackstone Funds which have been eliminated in consolidation, and (2) the removal of amounts associated with the ownership of Blackstone consolidated operating partnerships held by non-controlling interests.

19. Subsequent Events

There have been no events since September 30, 2020 that require recognition or disclosure in the Condensed Consolidated Financial Statements.

Item 1A. Unaudited Supplemental Presentation of Statements of Financial Condition

The Blackstone Group Inc.
Unaudited Consolidating Statements of Financial Condition
(Dollars in Thousands)

	September 30, 2020			
	Consolidated Operating Partnerships	Consolidated Blackstone Funds (a)	Reclasses and Eliminations	Consolidated
Assets				
Cash and Cash Equivalents	$ 2,628,895	$ —	$ —	$ 2,628,895
Cash Held by Blackstone Funds and Other	—	85,218	—	85,218
Investments	13,203,192	1,500,398	(280,134)	14,423,456
Accounts Receivable	362,537	115,064	—	477,601
Due from Affiliates	2,823,577	8,337	(14,610)	2,817,304
Intangible Assets, Net	344,258	—	—	344,258
Goodwill	1,869,860	—	—	1,869,860
Other Assets	544,415	490	—	544,905
Right-of-Use Assets	544,361	—	—	544,361
Deferred Tax Assets	1,305,707	—	—	1,305,707
Total Assets	$ 23,626,802	$ 1,709,507	$ (294,744)	$ 25,041,565
Liabilities and Equity				
Loans Payable	$ 5,570,789	$ 99	$ —	$ 5,570,888
Due to Affiliates	991,970	86,975	(14,609)	1,064,336
Accrued Compensation and Benefits	3,349,418	—	—	3,349,418
Securities Sold, Not Yet Purchased	9,369	41,862	—	51,231
Repurchase Agreements	—	80,597	—	80,597
Operating Lease Liabilities	621,408	—	—	621,408
Accounts Payable, Accrued Expenses and Other Liabilities	759,892	44,117	—	804,009
Total Liabilities	11,302,846	253,650	(14,609)	11,541,887
Redeemable Non-Controlling Interests in Consolidated Entities	21,999	41,385	—	63,384
Equity				
Class A Common Stock	7	—	—	7
Class B Common Stock	—	—	—	—
Class C Common Stock	—	—	—	—
Additional Paid-in-Capital	6,243,722	298,395	(298,395)	6,243,722
Retained Earnings (Deficit)	(36,432)	(18,260)	18,260	(36,432)
Accumulated Other Comprehensive Loss	(27,407)	—	—	(27,407)
Non-Controlling Interests in Consolidated Entities	2,811,853	1,134,337	—	3,946,190
Non-Controlling Interests in Blackstone Holdings	3,310,214	—	—	3,310,214
Total Equity	12,301,957	1,414,472	(280,135)	13,436,294
Total Liabilities and Equity	$ 23,626,802	$ 1,709,507	$ (294,744)	$ 25,041,565

The Blackstone Group Inc.
Unaudited Consolidating Statements of Financial Condition - Continued
(Dollars in Thousands)

	December 31, 2019			
	Consolidated Operating Partnerships	Consolidated Blackstone Funds (a)	Reclasses and Eliminations	Consolidated
Assets				
Cash and Cash Equivalents	$ 2,172,441	$ —	$ —	$ 2,172,441
Cash Held by Blackstone Funds and Other	—	351,210	—	351,210
Investments	14,535,685	8,380,698	(634,701)	22,281,682
Accounts Receivable	754,703	220,372	—	975,075
Due from Affiliates	2,606,563	8,818	(20,508)	2,594,873
Intangible Assets, Net	397,508	—	—	397,508
Goodwill	1,869,860	—	—	1,869,860
Other Assets	381,289	1,204	—	382,493
Right-of-Use Assets	471,059	—	—	471,059
Deferred Tax Assets	1,089,305	—	—	1,089,305
Total Assets	$ 24,278,413	$ 8,962,302	$ (655,209)	$ 32,585,506
Liabilities and Equity				
Loans Payable	$ 4,600,856	$ 6,479,867	$ —	$ 11,080,723
Due to Affiliates	885,655	509,681	(368,465)	1,026,871
Accrued Compensation and Benefits	3,796,044	—	—	3,796,044
Securities Sold, Not Yet Purchased	20,256	55,289	—	75,545
Repurchase Agreements	—	154,118	—	154,118
Operating Lease Liabilities	542,994	—	—	542,994
Accounts Payable, Accrued Expenses and Other Liabilities	504,804	301,355	—	806,159
Total Liabilities	10,350,609	7,500,310	(368,465)	17,482,454
Redeemable Non-Controlling Interests in Consolidated Entities	22,002	65,649	—	87,651
Equity				
Class A Common Stock	7	—	—	7
Class B Common Stock	—	—	—	—
Class C Common Stock	—	—	—	—
Additional Paid-in-Capital	6,428,647	283,339	(283,339)	6,428,647
Retained Earnings	609,625	3,405	(3,405)	609,625
Accumulated Other Comprehensive Loss	(28,495)	—	—	(28,495)
Non-Controlling Interests in Consolidated Entities	3,076,470	1,109,599	—	4,186,069
Non-Controlling Interests in Blackstone Holdings	3,819,548	—	—	3,819,548
Total Equity	13,905,802	1,396,343	(286,744)	15,015,401
Total Liabilities and Equity	$ 24,278,413	$ 8,962,302	$ (655,209)	$ 32,585,506

(a) The Consolidated Blackstone Funds consisted of the following:

Blackstone / GSO Global Dynamic Credit Feeder Fund (Cayman) LP
Blackstone / GSO Global Dynamic Credit Funding Designated Activity Company
Blackstone / GSO Global Dynamic Credit Master Fund

Blackstone / GSO Global Dynamic Credit USD Feeder Fund (Ireland)
Blackstone Real Estate Special Situations Holdings L.P.
Blackstone Strategic Alliance Fund L.P.
BTD CP Holdings LP
Collateralized loan obligation vehicles*
Mezzanine side-by-side investment vehicles
Private equity side-by-side investment vehicles
Real estate side-by-side investment vehicles
Hedge Fund Solutions side-by-side investment vehicles.

* Consolidated as of December 31, 2019 only.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

The following discussion and analysis should be read in conjunction with The Blackstone Group Inc.'s condensed consolidated financial statements and the related notes included within this Quarterly Report on Form 10-Q.

Effective July 1, 2019, The Blackstone Group L.P. (the "Partnership") converted from a Delaware limited partnership to a Delaware corporation, The Blackstone Group Inc. (the "Conversion"). This report includes the results for the Partnership prior to the Conversion and The Blackstone Group Inc. following the Conversion. In this report, references to "Blackstone," the "Company," "we," "us" or "our" refer to (a) The Blackstone Group Inc. and its consolidated subsidiaries following the Conversion and (b) the Partnership and its consolidated subsidiaries prior to the Conversion. All references to shares or per share amounts prior to the Conversion refer to units or per unit amounts. Unless otherwise noted, all references to shares or per share amounts following the Conversion refer to shares or per share amounts of Class A common stock. All references to dividends prior to the Conversion refer to distributions. See "–Organizational Structure."

Effective January 1, 2020, the Credit segment was renamed Credit & Insurance. There was no change to the composition of the segment or historical results.

Our Business

Blackstone is one of the world's leading investment firms. Our business is organized into four segments:

- **Real Estate.** Our real estate business is a global leader in real estate investing. Our Real Estate segment operates as one globally integrated business, with investments in North America, Europe, Asia and Latin America. Our real estate investment teams seek to utilize our global expertise and presence to generate attractive risk-adjusted returns for our investors and to make a positive impact on the communities in which we invest.

  Our Blackstone Real Estate Partners ("BREP") funds are geographically diversified and target a broad range of "opportunistic" real estate and real estate-related investments. The BREP funds include global funds as well as funds focused specifically on Europe or Asia investments. BREP seeks to invest thematically in high quality assets, focusing where we see outsized growth potential driven by global economic and demographic trends. BREP has made significant investments in logistics, office, rental housing, hospitality and retail properties around the world, as well as a variety of real estate operating companies.

  Our Blackstone Real Estate Debt Strategies ("BREDS") vehicles primarily target real estate-related debt investment opportunities. BREDS' scale and investment mandates enable it to provide a variety of lending and investment options including mezzanine loans, senior loans and liquid securities. The BREDS platform includes a number of high-yield real estate debt funds, liquid real estate debt funds and BXMT, a NYSE-listed real estate investment trust ("REIT").

Our core+ real estate business includes Blackstone Property Partners ("BPP") and a non-exchange traded REIT ("BREIT"). BPP has assembled a global portfolio of high quality investments across North America, Europe and Asia, which target substantially stabilized assets in prime markets with a focus on industrial, multifamily, office and retail assets. BREIT invests primarily in stabilized income-oriented commercial real estate in the U.S. and to a lesser extent in real estate-related securities.

- **Private Equity.** Our Private Equity segment includes our corporate private equity business, which consists of (a) our flagship private equity funds (Blackstone Capital Partners ("BCP") funds), (b) our sector-focused private equity funds, including our energy-focused funds (Blackstone Energy Partners ("BEP") funds), (c) our Asia-focused fund (Blackstone Capital Partners Asia ("BCP Asia") fund) and (d) our core private equity funds, Blackstone Core Equity Partners ("BCEP"). In addition, our Private Equity segment includes (a) our opportunistic investment platform that invests globally across asset classes, industries and geographies, Blackstone Tactical Opportunities ("Tactical Opportunities"), (b) our secondary fund of funds business, Strategic Partners Fund Solutions ("Strategic Partners"), (c) our infrastructure-focused funds, Blackstone Infrastructure Partners ("BIP"), (d) our life sciences private investment platform, Blackstone Life Sciences ("BXLS"), (e) our growth equity investment platform, Blackstone Growth ("BXG"), (f) a multi-asset investment program for eligible high net worth investors offering exposure to certain of Blackstone's key illiquid investment strategies through a single commitment, Blackstone Total Alternatives Solution ("BTAS") and (g) our capital markets services business, Blackstone Capital Markets ("BXCM").

  We are a world leader in private equity investing. Our corporate private equity business, established in 1987, pursues transactions across industries in both established and growth-oriented businesses across the globe. It strives to create value by investing in great businesses where our capital, strategic insight, global relationships and operational support can drive transformation. Our core private equity funds target control-oriented investments in high quality companies with durable businesses and seek to offer a lower level of risk and a longer hold period than traditional private equity.

  Tactical Opportunities invests globally across asset classes, industries and geographies, seeking to identify and execute on attractive, differentiated investment opportunities, leveraging the intellectual capital across our various businesses while continuously optimizing its approach in the face of ever-changing market conditions. Strategic Partners is a total fund solutions provider that acquires interests in high quality private funds from original holders seeking liquidity, makes primary investments and co-investments with financial sponsors and provides investment advisory services to clients investing in primary and secondary investments in private funds and co-investments. BIP focuses on investment across all infrastructure sectors, including energy, transportation, water and waste and communications. BXLS is our private investment platform with capabilities to invest across the life cycle of companies and products within the life sciences sector. BXG seeks to deliver attractive risk-adjusted returns by investing in dynamic, growth-stage businesses, with a focus on the consumer, enterprise solutions, financial services and healthcare sectors.

- **Hedge Fund Solutions.** The principal component of our Hedge Fund Solutions segment is Blackstone Alternative Asset Management ("BAAM"). BAAM is the world's largest discretionary allocator to hedge funds, managing a broad range of commingled and customized fund solutions since its inception in 1990. The Hedge Fund Solutions segment also includes investment platforms that seed new hedge fund businesses, purchase minority interests in more established general partners and management companies of funds, invest in special situation opportunities, create alternative solutions in the form of daily liquidity products and invest directly.

- **Credit & Insurance.** The principal component of our Credit & Insurance segment is GSO Capital Partners LP ("GSO"). GSO is one of the largest credit-oriented managers in the world and is the largest manager of collateralized loan obligations ("CLOs") globally. The investment portfolios of the funds GSO manages or sub-advises predominantly consist of loans and securities of non-investment grade companies spread across the capital structure including senior debt, subordinated debt, preferred stock and common equity.

GSO is organized into three overarching strategies: performing credit, distressed and long only. Performing credit strategies include mezzanine lending funds, middle market direct lending funds, including our business development company ("BDC"), Blackstone / GSO Secured Lending ("BGSL"), our structured products group and other performing credit strategy funds. Distressed strategies include credit alpha strategies, stressed/distressed funds and energy strategies. Long only strategies consist of CLOs, closed-ended funds, open-ended funds and separately managed accounts.

In addition, our Credit & Insurance segment includes our publicly traded master limited partnership ("MLP") investment platform, which is managed by Harvest. Harvest primarily invests capital raised from institutional investors in separately managed accounts and pooled vehicles, investing in publicly traded MLPs holding primarily midstream energy assets in the U.S.

Our insurer-focused platform, BIS, also a part of our Credit & Insurance segment, partners with insurers to deliver customized and diversified portfolios of Blackstone products across asset classes, including the option for full management of insurance companies' investment portfolios.

We generate revenue from fees earned pursuant to contractual arrangements with funds, fund investors and fund portfolio companies (including management, transaction and monitoring fees), and from capital markets services. We also invest in the funds we manage and we are entitled to a pro-rata share of the results of the fund (a "pro-rata allocation"). In addition to a pro-rata allocation, and assuming certain investment returns are achieved, we are entitled to a disproportionate allocation of the income otherwise allocable to the limited partners, commonly referred to as carried interest ("Performance Allocations"). In certain structures, we receive a contractual incentive fee from an investment fund in the event that specified cumulative investment returns are achieved (an "Incentive Fee", and together with Performance Allocations, "Performance Revenues"). The composition of our revenues will vary based on market conditions and the cyclicality of the different businesses in which we operate. Net investment gains and investment income generated by the Blackstone Funds are driven by value created by our operating and strategic initiatives as well as overall market conditions. Fair values are affected by changes in the fundamentals of our portfolio company and other investments, the industries in which they operate, the overall economy and other market conditions.

Our Response to COVID-19

As the global response to novel coronavirus ("COVID-19") continues to evolve, our primary focus has been the safety and wellbeing of our employees and their families, as well as the seamless functioning of the firm in serving our limited partner investors who have entrusted us with their capital, and our shareholders. In accordance with local government guidance and social distancing recommendations, the majority of our employees globally have been working remotely. Our technology infrastructure has proven to be robust and capable of supporting this model. We have implemented rigorous protocols for remote work across the firm, including increased cadence of group calls and updates, and frequent communication across leadership and working levels. We are leveraging technology to ensure our teams stay connected and productive, and that our culture remains strong even in these unusual circumstances. While we are generally not meeting with our clients in person, we continue to actively communicate with our clients through videoconference, teleconference and email. Investment committees continue to convene as needed, and the firm continues to operate across investment, asset management and corporate support functions.

As previously disclosed, in mid-July, our U.S. and European offices began a phased reopening, consistent with local government guidelines, on a voluntary basis with social distancing and other safety protocols in place. We continue to closely monitor applicable public health and government guidance.

Business Environment

Blackstone's businesses are materially affected by conditions in the financial markets and economic conditions in the U.S., Europe, Asia and, to a lesser extent, elsewhere in the world.

The third quarter of 2020 was characterized by continued recovery in global equity and credit markets as previously implemented fiscal and monetary stimulus continued to provide support to markets despite the ongoing economic impacts of the COVID-19 pandemic. Although the global economy has begun reopening, economic recovery is likely to continue to be gradual, uneven and characterized by meaningful dispersion across sectors and regions, with uncertainty regarding its ultimate length and trajectory.

All major U.S. equity market sectors except for energy posted positive returns in the third quarter. S&P 500 consumer discretionary stocks showed the strongest outperformance, ending the quarter up 15%, while the S&P 500 ended the quarter up 9%. S&P 500 energy stocks ended the quarter meaningfully lower, down 20% for the quarter and down 48% year-to-date. The price of West Texas Intermediate crude oil rose 2% in the third quarter to $40 per barrel, but was still down significantly from the 2019 year end price of $61. The Henry Hub Natural Gas spot price fell 0.6% in the third quarter to $1.63. Spot prices for other commodities increased and the Bloomberg Commodity Index rose 9% in the third quarter.

U.S. leveraged loan and high yield bond prices continued their recovery, increasing 4% and 5%, respectively, for the third quarter. High yield spreads compressed 117 basis points in the third quarter, while issuance increased 57% year-over-year. The Federal Reserve maintained the federal funds target range at 0.0%-0.25% due to the effects of the COVID-19 pandemic weighing on economic activity in the near term. In addition, the Federal Reserve has expanded its balance sheet since mid-March by nearly $3 trillion to support new credit and liquidity facilities and expects to maintain the current pace of purchasing of such instruments in the coming months. Three-month LIBOR declined 0.07% in the third quarter to 0.23%, remaining near historical lows.

Volatility decreased in the third quarter with the CBOE Volatility index declining 13% to 26.4. Global equity issuance declined 25% compared to the second quarter, but increased 55% relative to the third quarter of 2019. Merger and acquisition activity improved in the third quarter, with deal announcements up 49% compared to the second quarter and up 4% compared to the third quarter of 2019.

The industrial sector continued to show mixed signals, as industrial production declined 7.3% in the third quarter from the year-ago period. However, the Institute for Supply Management Purchasing Managers’ Index increased from last quarter, rising to 55.4 from 52.6 at the end of the second quarter, signaling moderate further expansion in the U.S. manufacturing sector.

The U.S. unemployment rate decreased meaningfully from 11.1% at the end of June, when it reached one of the highest levels since January 2013, to 7.9% at the end of September, but continues to be at historically elevated levels. Wages grew, with average hourly earnings increasing 4.7% year-over-year based on the three month average for production and nonsupervisory employees. In addition, U.S. retail sales in the third quarter reported a 3.6% increase year-over-year, and new orders for durable goods in September increased for the fifth consecutive month.

Countries around the globe continue to grapple with the economic impacts of the COVID-19 pandemic. Although economic recovery is partially underway, it continues to be gradual, uneven, and characterized by meaningful dispersion across sectors and regions, and could be hindered by persistent or resurgent infection rates. Commercial activity in a number of industries, including travel, hospitality, and in-person entertainment, remains challenged. The continued uncertainty regarding the length of economic recovery precludes any prediction as to the ultimate adverse impact of COVID-19 on economic and market conditions.

Although the result of the recent Presidential election in the United States has not been finalized, a change in administration could lead to significant changes in the legal, regulatory and tax landscapes. The potential for governmental policy and regulatory reforms in a variety of areas as a result of such a change creates uncertainty for our business and investment strategies and may adversely affect the profitability of certain of our funds’ portfolio companies. For example, assuming Vice President Biden prevails in the election, his administration may pursue tax policies seeking to increase the corporate tax rate, limit further the deductibility of interest or subject carried interest to more onerous taxation. Especially if the U.S. Senate were no longer Republican controlled, this could materially increase the amount of taxes we, our portfolio companies, our investors or our employees and other key personnel would be required to pay. In that connection, if there were a Democratic sweep of the Executive and Legislative branches of government, this could materially increase the risk of legislative reforms that would adversely affect our business and the profitability of our funds’ portfolio companies.

Further, any reforms that may be undertaken as a result of a change in administration with respect to the regulation of asset management firms, or the U.S. financial services industry more generally, may affect the manner in which we conduct our business. A change in administration would likely result in leadership changes at a number of U.S. federal regulatory agencies with oversight over the U.S. financial services industry. This could pose uncertainty with respect to such agencies' policy priorities and may lead to increased regulatory enforcement activity in the financial services industry. Leadership and policy changes could also affect various industries in which our portfolio companies operate, including healthcare, energy and consumer finance.

We believe the eventual conclusion of the U.S. Presidential and Congressional elections will increase the likelihood that the U.S. Congress will authorize additional fiscal stimulus to provide support to markets in response to the continued impacts of the COVID-19 pandemic. Moreover, certain governmental policy changes outlined by Vice President Biden during his campaign, including government investment in infrastructure, create potential opportunities for certain of our funds. However, the prospect of litigation with respect to the results of the Presidential election and substantial lack of clarity regarding the likelihood, timing and details of these and other changes could exacerbate existing risks relating to capital deployment, realization and fundraising activity. See "Item 1A. Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2019.

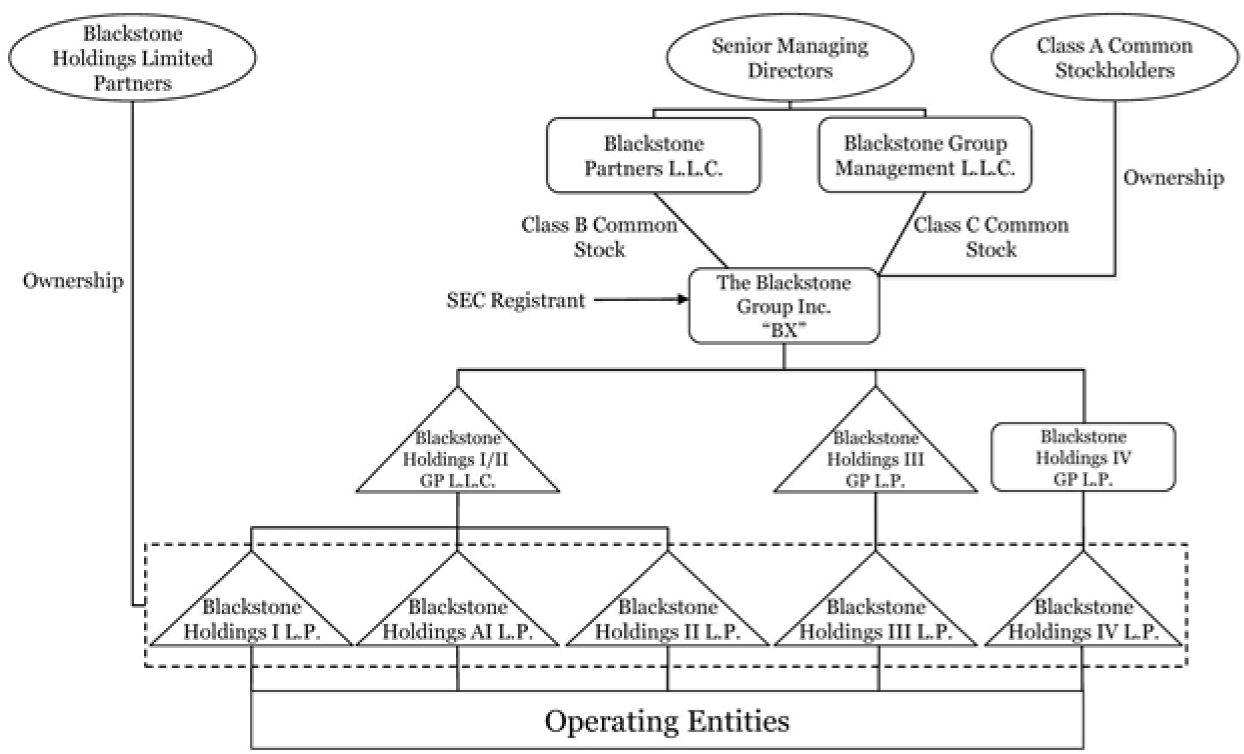
Notable Transactions

On September 29, 2020, Blackstone issued $500 million aggregate principal amount of 1.600% senior notes due March 30, 2031 (the "2031 Notes") and $400 million aggregate principal amount of 2.800% senior notes due September 30, 2050 (the "2050 Notes"). For additional information see Note 12. "Borrowings" in the "Notes to Condensed Consolidated Financial Statements" in "Part I. Item 1. Financial Statements".

Organizational Structure

Effective July 1, 2019, The Blackstone Group L.P. converted from a Delaware limited partnership to a Delaware corporation, The Blackstone Group Inc.

The simplified diagram below depicts our current organizational structure. The diagram does not depict all of our subsidiaries, including intermediate holding companies through which certain of the subsidiaries depicted are held.



Key Financial Measures and Indicators

We manage our business using certain financial measures and key operating metrics since we believe these metrics measure the productivity of our investment activities. We prepare our Condensed Consolidated Financial Statements in accordance with accounting principles generally accepted in the United States of America ("GAAP"). See Note 2. "Summary of Significant Accounting Policies" in the "Notes to Condensed Consolidated Financial Statements" in "Part I. Item 1. Financial Statements" and "— Critical Accounting Policies." Our key non-GAAP financial measures and operating indicators and metrics are discussed below.

Distributable Earnings

Distributable Earnings is derived from Blackstone's segment reported results. Distributable Earnings is used to assess performance and amounts available for dividends to Blackstone shareholders, including Blackstone personnel and others who are limited partners of the Blackstone Holdings Partnerships. Distributable Earnings is the sum of Segment Distributable Earnings plus Net Interest Income (Loss) less Taxes and Related Payables. Distributable Earnings excludes unrealized activity and is derived from and reconciled to, but not equivalent to, its most directly comparable GAAP measure of Income (Loss) Before Provision (Benefit) for Taxes. See "— Non-GAAP Financial Measures" for our reconciliation of Distributable Earnings.

Net Interest Income (Loss) is presented on a segment basis and is equal to Interest and Dividend Revenue less Interest Expense, adjusted for the impact of consolidation of Blackstone Funds, and interest expense associated with the Tax Receivable Agreement.

Taxes and Related Payables represent the total GAAP tax provision adjusted to include only the current tax provision (benefit) calculated on Income (Loss) Before Provision (Benefit) for Taxes and including the Payable under the Tax Receivable Agreement. Further, the current tax provision utilized when calculating Taxes and Related Payables and Distributable Earnings reflects the benefit of deductions available to the company on certain expense items that are excluded from the underlying calculation of Segment Distributable Earnings and Total Segment Distributable Earnings, such as equity-based compensation charges and certain Transaction-Related Charges where there is a current tax provision or benefit. The economic assumptions and methodologies that impact the implied income tax provision are the same as those methodologies and assumptions used in calculating the current income tax provision for Blackstone's consolidated statements of operations under GAAP, excluding the impact of divestitures and accrued tax contingencies and refunds which are reflected when paid or received. Management believes that including the amount payable under the tax receivable agreement and utilizing the current income tax provision adjusted as described above when calculating Distributable Earnings is meaningful as it increases comparability between periods and more accurately reflects earnings that are available for distribution to shareholders.

Segment Distributable Earnings

Segment Distributable Earnings is Blackstone's segment profitability measure used to make operating decisions and assess performance across Blackstone's four segments. Segment Distributable Earnings represents the net realized earnings of Blackstone's segments and is the sum of Fee Related Earnings and Net Realizations for each segment. Blackstone's segments are presented on a basis that deconsolidates Blackstone Funds, eliminates non-controlling ownership interests in Blackstone's consolidated operating partnerships, removes the amortization of intangible assets and removes Transaction-Related Charges. Transaction-Related Charges arise from corporate actions including acquisitions, divestitures and Blackstone's initial public offering. They consist primarily of equity-based compensation charges, gains and losses on contingent consideration arrangements, changes in the balance of the Tax Receivable Agreement resulting from a change in tax law or similar event, transaction costs and any gains or losses associated with these corporate actions. Segment Distributable Earnings excludes unrealized activity and is derived from and reconciled to, but not equivalent to, its most directly comparable GAAP measure of Income (Loss) Before Provision (Benefit) for Taxes. See "— Non-GAAP Financial Measures" for our reconciliation of Segment Distributable Earnings.

Net Realizations is presented on a segment basis and is the sum of Realized Principal Investment Income and Realized Performance Revenues (which refers to Realized Performance Revenues excluding Fee Related Performance Revenues), less Realized Performance Compensation (which refers to Realized Performance Compensation excluding Fee Related Performance Compensation and Equity-Based Performance Compensation).

Fee Related Earnings

Fee Related Earnings is a performance measure used to assess Blackstone's ability to generate profits from revenues that are measured and received on a recurring basis and not subject to future realization events. Fee Related Earnings equals management and advisory fees (net of management fee reductions and offsets) plus Fee Related Performance Revenues, less (a) Fee Related Compensation on a segment basis, and (b) Other Operating Expenses. Fee Related Earnings is derived from and reconciled to, but not equivalent to, its most directly comparable GAAP measure of Income (Loss) Before Provision (Benefit) for Taxes. See "— Non-GAAP Financial Measures" for our reconciliation of Fee Related Earnings.

Fee Related Compensation is presented on a segment basis and refers to the compensation expense, excluding Equity-Based Compensation, directly related to (a) Management and Advisory Fees, Net and (b) Fee Related Performance Revenues, referred to as Fee Related Performance Compensation.

Fee Related Performance Revenues refers to the realized portion of Performance Revenues from Perpetual Capital that are (a) measured and received on a recurring basis, and (b) not dependent on realization events from the underlying investments.

Other Operating Expenses is presented on a segment basis and is equal to General, Administrative and Other Expenses, adjusted to (a) remove the amortization of transaction-related intangibles, (b) remove certain expenses reimbursed by the Blackstone Funds which are netted against Management and Advisory Fees, Net in Blackstone's segment presentation, and (c) give effect to an administrative fee collected on a quarterly basis from certain holders of Blackstone Holdings Partnership Units. The administrative fee is accounted for as a capital contribution under GAAP, but is reflected as a reduction of Other Operating Expenses in Blackstone's segment presentation.

Adjusted Earnings Before Interest, Taxes and Depreciation and Amortization

Adjusted Earnings Before Interest, Taxes and Depreciation and Amortization ("Adjusted EBITDA"), is a supplemental measure used to assess performance derived from Blackstone's segment results and may be used to assess its ability to service its borrowings. Adjusted EBITDA represents Distributable Earnings plus the addition of (a) Interest Expense on a segment basis, (b) Taxes and Related Payables, and (c) Depreciation and Amortization. Adjusted EBITDA is derived from and reconciled to, but not equivalent to, its most directly comparable GAAP measure of Income (Loss) Before Provision (Benefit) for Taxes. See "— Non-GAAP Financial Measures" for our reconciliation of Adjusted EBITDA.

Operating Metrics

The alternative asset management business is primarily based on managing third party capital and does not require substantial capital investment to support rapid growth. Since our inception, we have developed and used various key operating metrics to assess and monitor the operating performance of our various alternative asset management businesses in order to monitor the effectiveness of our value creating strategies.

Assets Under Management. Assets Under Management refers to the assets we manage. Our Assets Under Management equals the sum of:

(a) the fair value of the investments held by our carry funds and our side-by-side and co-investment entities managed by us, plus (1) the capital that we are entitled to call from investors in those funds and entities pursuant to the terms of their respective capital commitments, including capital commitments to funds that have yet to commence their investment periods, or (2) for certain credit-focused funds the amounts available to be borrowed under asset based credit facilities,

(b) the net asset value of (1) our hedge funds, real estate debt carry funds, secondary funds of funds, BPP, certain co-investments managed by us, certain credit-focused funds, and our Hedge Fund Solutions drawdown funds (plus, in each case, the capital that we are entitled to call from investors in those funds, including commitments yet to commence their investment periods), and (2) our funds of hedge funds, our Hedge Fund Solutions registered investment companies, and BREIT,

(c) the invested capital, fair value or net asset value of assets we manage pursuant to separately managed accounts,

(d) the amount of debt and equity outstanding for our CLOs during the reinvestment period,

(e) the aggregate par amount of collateral assets, including principal cash, for our CLOs after the reinvestment period,

(f) the gross or net amount of assets (including leverage where applicable) for our credit-focused registered investment companies, and

(g) the fair value of common stock, preferred stock, convertible debt, or similar instruments issued by BXMT.

Our carry funds are commitment-based drawdown structured funds that do not permit investors to redeem their interests at their election. Our funds of hedge funds, hedge funds, funds structured like hedge funds and other open-ended funds in our Real Estate, Hedge Fund Solutions and Credit & Insurance segments generally have structures that afford an investor the right to withdraw or redeem their interests on a periodic basis (for example, annually or quarterly), typically with 30 to 95 days' notice, depending on the fund and the liquidity profile of the underlying assets. Investment advisory agreements related to certain separately managed accounts in our Hedge Fund Solutions and Credit & Insurance segments, excluding our BIS separately managed accounts, may generally be terminated by an investor on 30 to 90 days' notice.

Fee-Earning Assets Under Management. Fee-Earning Assets Under Management refers to the assets we manage on which we derive management fees and/or performance revenues. Our Fee-Earning Assets Under Management equals the sum of:

(a) for our Private Equity segment funds and Real Estate segment carry funds, including certain BREDS and Hedge Fund Solutions funds, the amount of capital commitments, remaining invested capital, fair value, net asset value or par value of assets held, depending on the fee terms of the fund,

(b) for our credit-focused carry funds, the amount of remaining invested capital (which may include leverage) or net asset value, depending on the fee terms of the fund,

(c) the remaining invested capital or fair value of assets held in co-investment vehicles managed by us on which we receive fees,

(d) the net asset value of our funds of hedge funds, hedge funds, BPP, certain co-investments managed by us, certain registered investment companies, BREIT, and certain of our Hedge Fund Solutions drawdown funds,

(e) the invested capital, fair value of assets or the net asset value we manage pursuant to separately managed accounts,

(f) the net proceeds received from equity offerings and accumulated core earnings of BXMT, subject to certain adjustments,

(g) the aggregate par amount of collateral assets, including principal cash, of our CLOs, and

(h) the gross amount of assets (including leverage) or the net assets (plus leverage where applicable) for certain of our credit-focused registered investment companies.

Each of our segments may include certain Fee-Earning Assets Under Management on which we earn performance revenues but not management fees.

Our calculations of assets under management and fee-earning assets under management may differ from the calculations of other asset managers, and as a result this measure may not be comparable to similar measures presented by other asset managers. In addition, our calculation of assets under management includes commitments to, and the fair value of, invested capital in our funds from Blackstone and our personnel, regardless of whether such commitments or invested capital are subject to fees. Our definitions of assets under management and fee-earning assets under management are not based on any definition of assets under management and fee-earning assets under management that is set forth in the agreements governing the investment funds that we manage.

For our carry funds, total assets under management includes the fair value of the investments held and uncalled capital commitments, whereas fee-earning assets under management includes the total amount of capital commitments or the remaining amount of invested capital at cost depending on whether the investment period has expired or as specified by the fee terms of the fund. As such, fee-earning assets under management may be greater than total assets under management when the aggregate fair value of the remaining investments is less than the cost of those investments.

Perpetual Capital. Perpetual Capital refers to the component of assets under management with an indefinite term, that is not in liquidation, and for which there is no requirement to return capital to investors through redemption requests in the ordinary course of business, except where funded by new capital inflows. Perpetual Capital includes co-investment capital with an investor right to convert into Perpetual Capital.

Dry Powder. Dry Powder represents the amount of capital available for investment or reinvestment, including general partner and employee capital, and is an indicator of the capital we have available for future investments.

Performance Eligible Assets Under Management. Performance Eligible Assets Under Management represents invested and to be invested capital at fair value, including capital closed for funds whose investment period has not yet commenced, on which performance revenues could be earned if certain hurdles are met.

Income Tax Current Developments

Prior to the Conversion, certain of our share of investment income and carried interest was not subject to U.S. corporate income taxes. Subsequent to the Conversion, all income earned by us is subject to U.S. corporate income taxes, which we believe will result in an overall higher income tax expense (or benefit) over time when compared to periods prior to the Conversion.

Consolidated Results of Operations

Following is a discussion of our consolidated results of operations for the three and nine months ended September 30, 2020 and 2019. For a more detailed discussion of the factors that affected the results of our four business segments (which are presented on a basis that deconsolidates the investment funds we manage) in these periods, see "— Segment Analysis" below.

The following table sets forth information regarding our consolidated results of operations and certain key operating metrics for the three and nine months ended September 30, 2020 and 2019:

	Three Months Ended September 30, 2020	Three Months Ended September 30, 2019	2020 vs. 2019 $	2020 vs. 2019 %	Nine Months Ended September 30, 2020	Nine Months Ended September 30, 2019	2020 vs. 2019 $	2020 vs. 2019 %
	(Dollars in Thousands)							
Revenues								
Management and Advisory Fees, Net	$1,053,851	$ 878,151	$ 175,700	20%	$2,958,411	$2,528,255	$ 430,156	17%
Incentive Fees	13,498	8,254	5,244	64%	40,959	42,301	(1,342)	-3%
Investment Income (Loss)								
Performance Allocations								
Realized	371,406	446,550	(75,144)	-17%	640,846	1,021,445	(380,599)	-37%
Unrealized	1,403,480	176,370	1,227,110	696%	(981,678)	998,101	(1,979,779)	N/M
Principal Investments								
Realized	61,017	74,642	(13,625)	-18%	170,814	292,943	(122,129)	-42%
Unrealized	295,308	15,391	279,917	N/M	(332,295)	147,090	(479,385)	N/M
Total Investment Income (Loss)	2,131,211	712,953	1,418,258	199%	(502,313)	2,459,579	(2,961,892)	N/M
Interest and Dividend Revenue	26,497	42,482	(15,985)	-38%	85,505	130,252	(44,747)	-34%
Other	(192,159)	93,273	(285,432)	N/M	(109,559)	86,403	(195,962)	N/M
Total Revenues	3,032,898	1,735,113	1,297,785	75%	2,473,003	5,246,790	(2,773,787)	-53%
Expenses								
Compensation and Benefits								
Compensation	460,983	462,766	(1,783)	—	1,395,983	1,372,684	23,299	2%
Incentive Fee Compensation	7,385	5,419	1,966	36%	22,339	19,711	2,628	13%
Performance Allocations Compensation								
Realized	142,149	155,663	(13,514)	-9%	253,141	367,883	(114,742)	-31%
Unrealized	509,474	94,907	414,567	437%	(433,091)	446,440	(879,531)	N/M
Total Compensation and Benefits	1,119,991	718,755	401,236	56%	1,238,372	2,206,718	(968,346)	-44%
General, Administrative and Other	171,041	171,067	(26)	—	497,658	492,437	5,221	1%
Interest Expense	39,540	53,362	(13,822)	-26%	120,460	138,960	(18,500)	-13%
Fund Expenses	2,274	4,036	(1,762)	-44%	10,962	12,509	(1,547)	-12%
Total Expenses	1,332,846	947,220	385,626	41%	1,867,452	2,850,624	(983,172)	-34%
Other Income (Loss)								
Change in Tax Receivable Agreement Liability	(7,693)	174,606	(182,299)	N/M	(8,212)	174,606	(182,818)	N/M
Net Gains (Losses) from Fund Investment Activities	108,752	48,450	60,302	124%	(60,325)	239,906	(300,231)	N/M
Total Other Income (Loss)	101,059	223,056	(121,997)	-55%	(68,537)	414,512	(483,049)	N/M
Income Before Provision (Benefit) for Taxes	1,801,111	1,010,949	790,162	78%	537,014	2,810,678	(2,273,664)	-81%
Provision (Benefit) for Taxes	100,960	(156,786)	257,746	N/M	89,672	(76,895)	166,567	N/M
Net Income	1,700,151	1,167,735	532,416	46%	447,342	2,887,573	(2,440,231)	-85%
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	6,868	(8)	6,876	N/M	(12,027)	3,567	(15,594)	N/M
Net Income (Loss) Attributable to Non-Controlling Interests in Consolidated Entities	259,761	88,406	171,355	194%	(90,938)	355,983	(446,921)	N/M
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings	638,803	299,900	338,903	113%	253,814	961,490	(707,676)	-74%
Net Income Attributable to The Blackstone Group Inc.	$ 794,719	$ 779,437	$ 15,282	2%	$ 296,493	$1,566,533	$(1,270,040)	-81%

N/M Not meaningful.

Three Months Ended September 30, 2020 Compared to Three Months Ended September 30, 2019

Revenues

Revenues were $3.0 billion for the three months ended September 30, 2020, an increase of $1.3 billion, compared to $1.7 billion for the three months ended September 30, 2019. The increase in Revenues was primarily attributable to increases of $1.4 billion in Investment Income (Loss) and $175.7 million in Management and Advisory Fees, Net, partially offset by a decrease of $285.4 million in Other Revenue.

The increase in Investment Income (Loss) was primarily attributable to increases in our Private Equity, Real Estate and Credit & Insurance segments of $792.9 million, $284.1 million and $172.6 million, respectively. The increase in our Private Equity segment was primarily attributable to higher net unrealized appreciation of investment holdings in corporate private equity and Tactical Opportunities in the current quarter relative to the prior quarter. Corporate private equity carrying value increased 12.2% in the three months ended September 30, 2020 compared to 2.7% in the three months ended September 30, 2019. Tactical Opportunities carrying value increased 10.7% in the three months ended September 30, 2020 compared to 1.0% in the three months ended September 30, 2019. The increase in our Real Estate segment was primarily attributable to higher unrealized appreciation of investment holdings in BREP opportunistic funds in the current quarter relative to the prior quarter. BREP opportunistic funds' carrying value increased 6.4% in the three months ended September 30, 2020 compared to 3.8% in the three months ended September 30, 2019. The increase in our Credit & Insurance segment was primarily attributable to net unrealized appreciation of investments in our performing credit and distressed strategies in the three months ended September 30, 2020 compared to net unrealized depreciation in the three months ended September 30, 2019.

The increase in Management and Advisory Fees, Net was primarily due to increases in our Private Equity and Real Estate segments of $92.9 million and $76.7 million, respectively. The increase in our Private Equity segment was primarily due to the end of BCP VIII, BEP III and BXLS V's fee holidays during the three months ended September 30, 2020. The increase in our Real Estate segment was primarily due to the end of BREP IX's fee holiday in 2019, the commencement of BREP Europe VI's investment period in the fourth quarter of 2019 along with the end of its fee holiday in the first quarter of 2020 and Fee-Earning Assets Under Management growth in core+ real estate.

The decrease in Other Revenue was primarily due to foreign exchange losses on our euro denominated bonds and cross-currency swaps.

Expenses

Expenses were $1.3 billion for the three months ended September 30, 2020, an increase of $385.6 million, compared to $947.2 million for the three months ended September 30, 2019. The increase was primarily attributable to an increase of $401.2 million in Total Compensation and Benefits, which was primarily due to an increase of $401.1 million in Performance Allocations Compensation. The increase in Performance Allocations Compensation was primarily due to the increase in Investment Income (Loss) – Performance Allocations, on which the compensation is based.

Nine Months Ended September 30, 2020 Compared to Nine Months Ended September 30, 2019

Revenues

Revenues were $2.5 billion for the nine months ended September 30, 2020, a decrease of $2.8 billion, compared to $5.2 billion for the nine months ended September 30, 2019. The decrease in Revenues was primarily attributable to decreases of $3.0 billion in Investment Income (Loss) and $196.0 million in Other Revenue, partially offset by an increase of $430.2 million in Management and Advisory Fees, Net.

The decrease in Investment Income (Loss) was primarily net unrealized depreciation of investment holdings driven by the impacts of COVID-19. Investment Income (Loss) in our Real Estate, Private Equity and Credit & Insurance segments decreased $1.8 billion, $518.6 million and $390.5 million, respectively. The decrease in our Real Estate segment was primarily attributable to net unrealized depreciation of investment holdings in BREP opportunistic funds and lower realized gains in the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019. BREP opportunistic funds' carrying value decreased 1.1% in the nine months ended September 30, 2020 compared to an increase of 12.9% in the nine months ended September 30, 2019. The decrease in our Private Equity segment was primarily attributable to lower net unrealized appreciation of investment holdings in corporate private equity and net unrealized depreciation of investment holdings in Strategic Partners. Corporate private equity carrying value increased 0.4% in the nine months ended September 30, 2020 compared to 8.5% in the nine months ended September 30, 2019. Strategic Partners carrying value decreased 8.0% in the nine months ended September 30, 2020, which reflects a reporting lag of its underlying funds, compared to an increase of 11.5% in the nine months ended September 30, 2019. The decrease in our Credit & Insurance segment was primarily attributable to net unrealized depreciation of investments in our performing credit and distressed strategies in the nine months ended September 30, 2020 compared to net unrealized appreciation in the nine months ended September 30, 2019.

The decrease in Other Revenue was primarily due to foreign exchange losses on our euro denominated bonds and cross-currency swaps.

The increase in Management and Advisory Fees, Net was primarily due to increases in our Real Estate and Private Equity segments of $313.3 million and $97.9 million, respectively. The increase in our Real Estate segment was primarily due to the end of BREP IX's fee holiday in 2019, the commencement of BREP Europe VI's investment period in the fourth quarter of 2019 along with the end of its fee holiday in the first quarter of 2020 and Fee-Earning Assets Under Management growth in core+ real estate. The increase in our Private Equity segment was primarily due to the end of BCP VIII, BEP III and BXLS V's fee holiday during the three months ended September 30, 2020 and a full nine months of Base Management Fees from Strategic Partners VIII, partially offset by a decrease in Transaction, Advisory and Other Fees, Net in BIP and BXCM.

Expenses

Expenses were $1.9 billion for the nine months ended September 30, 2020, a decrease of $983.2 million, compared to $2.9 billion for the nine months ended September 30, 2019. The decrease was primarily attributable to a decrease of $968.3 million in Total Compensation and Benefits, which was primarily due to a decrease of $994.3 million in Performance Allocations Compensation. The decrease in Performance Allocations Compensation was primarily due to the decrease in Investment Income (Loss) – Performance Allocations, on which the compensation is based.

Other Income (Loss)

Three Months Ended September 30, 2020 Compared to Three Months Ended September 30, 2019

Other Income (Loss) was $101.1 million for the three months ended September 30, 2020, a decrease of $122.0 million, compared to $223.1 million for the three months ended September 30, 2019. The decrease in Other Income (Loss) was due to a decrease of $182.3 million in Change in Tax Receivable Agreement Liability, partially offset by an increase of $60.3 million in Net Gains (Losses) from Fund Investment Activities.

The decrease in Change in Tax Receivable Agreement Liability was primarily due to the reduction of the estimated cash savings to be realized by Blackstone recorded in relation to the Conversion during the three months ended September 30, 2019.

The increase in Other Income (Loss) – Net Gain (Losses) from Fund Investment Activities was primarily due to increases of $41.1 million in our Private Equity segment and $21.2 million in our Real Estate segment. The increase in our Private Equity segment was primarily due to appreciation of investments in our consolidated Private Equity segment funds. The increase in our Real Estate segment was primarily driven by appreciation of investments in our consolidated Real Estate segment funds.

Nine Months Ended September 30, 2020 Compared to Nine Months Ended September 30, 2019

Other Income (Loss) was $(68.5) million for the nine months ended September 30, 2020, a decrease of $483.0 million, compared to $414.5 million for the nine months ended September 30, 2019. The decrease in Other Income (Loss) was due to decreases of $300.2 million in Net Gains (Losses) from Fund Investment Activities and $182.8 million in Change in Tax Receivable Agreement Liability.

The decrease in Other Income (Loss) – Net Gain (Losses) from Fund Investment Activities was primarily due to decreases of $187.6 million in our Credit & Insurance segment, $92.3 million in our Real Estate segment and $22.1 million in our Private Equity segment. The decrease in our Credit & Insurance segment was primarily driven by depreciation of consolidated CLOs and other vehicles during the first six months of 2020 and the deconsolidation of nine CLO vehicles during the three months ended September 30, 2020. See Note 9. "Variable Interest Entities" in the "Notes to Condensed Consolidated Financial Statements" in "Part I. Item 1. Financial Statements" of this filing. The decrease in our Real Estate segment was primarily driven by depreciation of investments in our consolidated Real Estate segment funds. The decrease in our Private Equity segment was primarily due to depreciation of investments in our consolidated Private Equity segment funds.

The decrease in Change in Tax Receivable Agreement Liability was primarily due to the reduction of the estimated cash savings to be realized by Blackstone recorded in relation to the Conversion during the nine months ended September 30, 2019.

Provision (Benefit) for Taxes

The following table summarizes Blackstone's tax position:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
	(Dollars in Thousands)			
Income Before Provision (Benefit) for Taxes	$1,801,111	$1,010,949	$537,014	$2,810,678
Provision (Benefit) for Taxes	$ 100,960	$ (156,786)	$ 89,672	$ (76,895)
Effective Income Tax Rate	5.6%	-15.5%	16.7%	-2.7%

The following table reconciles the effective income tax rate to the U.S. federal statutory tax rate:

	Three Months Ended September 30,		2020 vs.	Nine Months Ended September 30,		2020 vs.
	2020	2019	2019	2020	2019	2019
Statutory U.S. Federal Income Tax Rate	21.0%	21.0%	—	21.0%	21.0%	—
Income Passed Through to Common Unitholders and Non-Controlling Interest Holders (a)	-11.0%	-8.7%	-2.3%	2.0%	-13.8%	15.8%
State and Local Income Taxes	1.7%	2.5%	-0.8%	5.0%	1.6%	3.4%
Change to a Taxable Corporation	2.0%	-22.9%	24.9%	6.8%	-8.2%	15.0%
Change in Valuation Allowance	-7.4%	-3.0%	-4.4%	-13.1%	-1.1%	-12.0%
Other	-0.7%	-4.4%	3.7%	-5.0%	-2.2%	-2.8%
Effective Income Tax Rate	5.6%	-15.5%	21.1%	16.7%	-2.7%	19.4%

(a) Includes income that was not taxable to Blackstone and its subsidiaries. Such income was directly taxable to shareholders of Blackstone's Class A common stock for the period prior to the Conversion and remains taxable to Blackstone's non-controlling interest holders.

Three Months Ended September 30, 2020 Compared to Three Months Ended September 30, 2019

Blackstone's Provision (Benefit) for Taxes for the three months ended September 30, 2020 and 2019 was $101.0 million and $(156.8) million, respectively. This resulted in an effective tax rate of 5.6% and -15.5%, respectively, based on our Income Before Provision (Benefit) for Taxes of $1.8 billion and $1.0 billion, respectively.

The increase in Blackstone's effective tax rate for the three months ended September 30, 2020 compared to the three months ended September 30, 2019, was primarily due to a tax benefit recorded on the date of the Conversion in the three months ended September 30, 2019 while an adjustment to the tax basis at the date of the Conversion resulted in a change to the step-up amounts resulting in an increase to the effective tax rate for the three months ended September 30, 2020.

Nine Months Ended September 30, 2020 Compared to Nine Months Ended September 30, 2019

Blackstone's Provision (Benefit) for Taxes for the nine months ended September 30, 2020 and 2019 was $89.7 million and $(76.9) million, respectively. This resulted in an effective tax rate of 16.7% and -2.7%, respectively, based on our Income Before Provision (Benefit) for Taxes of $537.0 million and $2.8 billion, respectively.

The increase in Blackstone's effective tax rate for the nine months ended September 30, 2020, compared to the nine months ended September 30, 2019, resulted primarily from the Conversion. For the nine months ended September 30, 2020, Blackstone was a corporation subject to federal and state corporate income taxes while for the first six months of the nine months ended September 30, 2019, The Blackstone Group L.P. was a publicly traded partnership with income directly taxable to common unitholders. The tax benefit recorded on the date of the Conversion was reflected in the nine months ended September 30, 2019 while an adjustment to the tax basis at the date of the Conversion resulted in a change to the step-up amounts resulting in an increase to the effective tax rate for the period ended September 30, 2020. In addition, the decrease in the comparative effective tax rates attributable to the valuation allowance resulted from a greater utilization of tax benefit on asset dispositions in the nine months ended September 30, 2020 compared with the nine months ended September 30, 2019.

Additional information regarding our income taxes can be found in Note 13. "Income Taxes" in the "Notes to Condensed Consolidated Financial Statements" in "Part I. Item 1. Financial Statements" of this filing.

Non-Controlling Interests in Consolidated Entities

The Net Income Attributable to Redeemable Non-Controlling Interests in Consolidated Entities and Net Income Attributable to Non-Controlling Interests in Consolidated Entities is attributable to the consolidated Blackstone Funds. The amounts of these items vary directly with the performance of the consolidated Blackstone Funds and largely eliminate the amount of Other Income (Loss) – Net Gains (Losses) from Fund Investment Activities from the Net Income (Loss) Attributable to The Blackstone Group Inc.

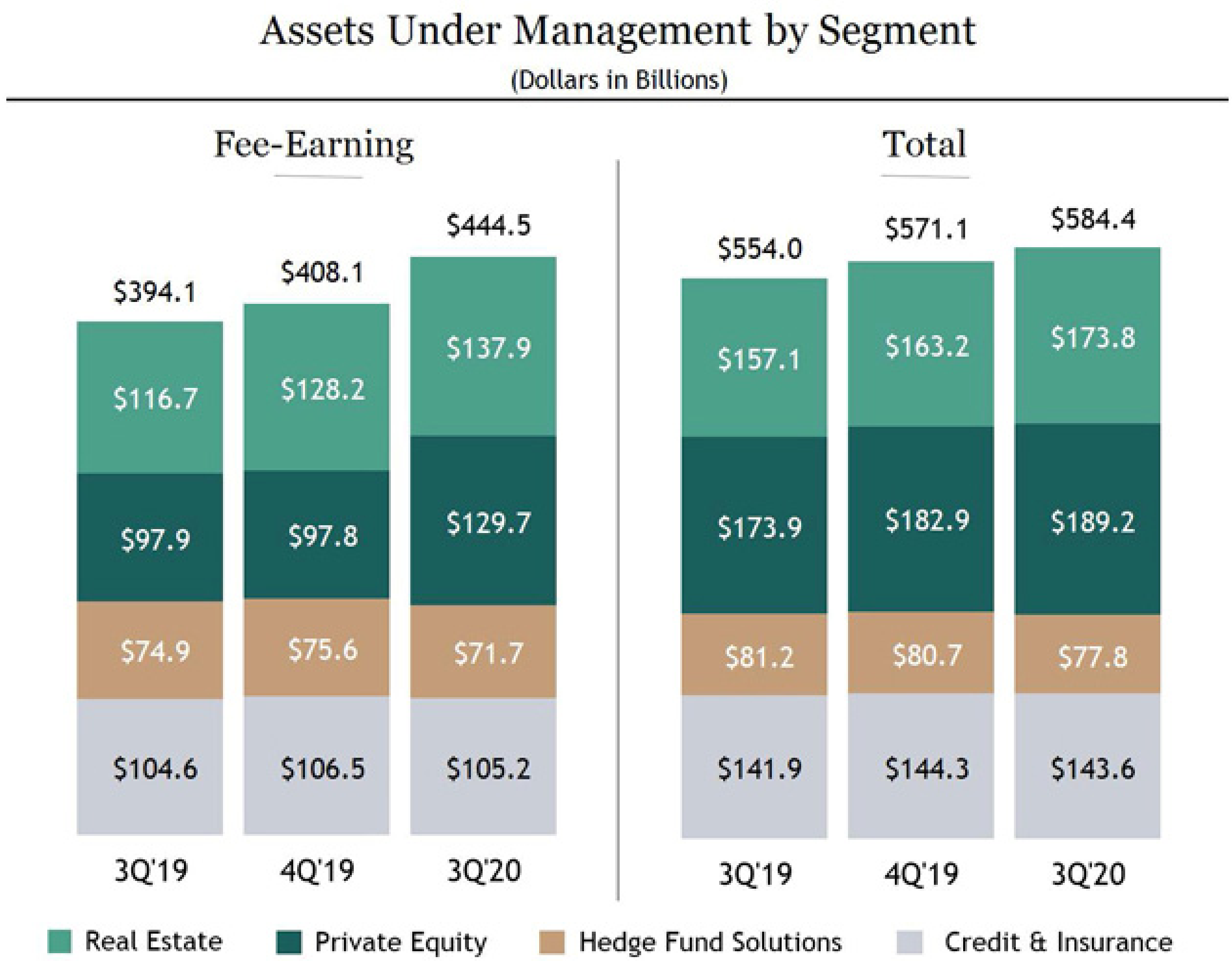
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings is derived from the Income Before Provision (Benefit) for Taxes at the Blackstone Holdings level, excluding the Net Gains from Fund Investment Activities and the percentage allocation of the income between Blackstone personnel and others who are limited partners of Blackstone Holdings and Blackstone after considering any contractual arrangements that govern the allocation of income such as fees allocable to Blackstone.

For the three months ended September 30, 2020 and 2019, the Net Income Before Taxes allocated to Blackstone Holdings was 42.5% and 43.9%, respectively. For the nine months ended September 30, 2020 and 2019, the Net Income Before Taxes allocated to Blackstone Holdings was 42.8% and 44.0%, respectively. The decrease of 1.4% was primarily due to conversions of Blackstone Holdings Partnership Units to shares of Class A common stock and the vesting of shares of Class A common stock. The decrease of 1.2% was primarily due to conversions of Blackstone Holdings Partnership Units to shares of Class A common stock and the vesting of shares of Class A common stock.

The Other Income (Loss) — Reduction of Tax Receivable Agreement Liability was entirely allocated to The Blackstone Group Inc.

Operating Metrics

The following graphs and tables summarize the Fee-Earning Assets Under Management and Total Assets Under Management by Segment, followed by a rollforward of activity for the three and nine months ended September 30, 2020 and 2019. For a description of how Assets Under Management and Fee-Earning Assets Under Management are determined, please see "— Key Financial Measures and Indicators — Operating Metrics — Assets Under Management and Fee-Earning Assets Under Management":



Note: Totals may not add due to rounding.

	Three Months Ended									
	September 30, 2020					September 30, 2019				
	Real Estate	**Private Equity**	**Hedge Fund Solutions**	**Credit & Insurance**	**Total**	**Real Estate**	**Private Equity**	**Hedge Fund Solutions**	**Credit & Insurance**	**Total**
	(Dollars in Thousands)									
Fee-Earning Assets Under Management										
Balance, Beginning of Period	$134,260,348	$129,284,112	$70,200,141	$102,081,334	$435,825,935	$112,287,094	$96,467,272	$74,653,420	$104,456,856	$387,864,642
Inflows (a)	2,699,443	3,484,762	1,212,210	4,395,110	11,791,525	7,452,469	3,192,294	2,933,919	4,394,501	17,973,183
Outflows (b)	(598,167)	(348,264)	(1,597,334)	(2,225,960)	(4,769,725)	(552,062)	(107,764)	(2,411,329)	(1,845,621)	(4,916,776)
Net Inflows (Outflows)	2,101,276	3,136,498	(385,124)	2,169,150	7,021,800	6,900,407	3,084,530	522,590	2,548,880	13,056,407
Realizations (c)	(1,434,732)	(1,599,451)	(191,067)	(868,061)	(4,093,311)	(2,897,640)	(1,734,713)	(264,575)	(1,648,338)	(6,545,266)
Market Activity (d)(g)	2,950,748	(1,119,411)	2,075,843	1,849,474	5,756,654	459,444	119,782	(33,459)	(783,107)	(237,340)
Balance, End of Period (e)	$137,877,640	$129,701,748	$71,699,793	$105,231,897	$444,511,078	$116,749,305	$97,936,871	$74,877,976	$104,574,291	$394,138,443
Increase	$ 3,617,292	$ 417,636	$ 1,499,652	$ 3,150,563	$ 8,685,143	$ 4,462,211	$ 1,469,599	$ 224,556	$ 117,435	$ 6,273,801
Increase	3%	—	2%	3%	2%	4%	2%	—	—	2%

	Nine Months Ended									
	September 30, 2020					September 30, 2019				
	Real Estate	**Private Equity**	**Hedge Fund Solutions**	**Credit & Insurance**	**Total**	**Real Estate**	**Private Equity**	**Hedge Fund Solutions**	**Credit & Insurance**	**Total**
	(Dollars in Thousands)									
Fee-Earning Assets Under Management										
Balance, Beginning of Period	$128,214,137	$ 97,773,964	$75,636,004	$106,450,747	$408,074,852	$ 93,252,724	$80,008,166	$72,280,606	$ 96,986,011	$342,527,507
Inflows (a)	15,700,961	42,791,555	7,059,855	12,583,218	78,135,589	35,316,594	25,578,739	8,146,690	15,808,592	84,850,615
Outflows (b)	(2,339,240)	(5,906,383)	(8,797,597)	(7,047,417)	(24,090,637)	(6,388,317)	(1,280,707)	(8,422,705)	(7,319,669)	(23,411,398)
Net Inflows (Outflows)	13,361,721	36,885,172	(1,737,742)	5,535,801	54,044,952	28,928,277	24,298,032	(276,015)	8,488,923	61,439,217
Realizations (c)	(5,130,844)	(3,642,967)	(838,012)	(3,376,479)	(12,988,302)	(7,486,830)	(6,399,686)	(705,027)	(3,816,607)	(18,408,150)
Market Activity (d)(h)	1,432,626	(1,314,421)	(1,360,457)	(3,378,172)	(4,620,424)	2,055,134	30,359	3,578,412	2,915,964	8,579,869
Balance, End of Period (e)	$137,877,640	$129,701,748	$71,699,793	$105,231,897	$444,511,078	$116,749,305	$97,936,871	$74,877,976	$104,574,291	$394,138,443
Increase (Decrease)	$ 9,663,503	$ 31,927,784	$ (3,936,211)	$ (1,218,850)	$ 36,436,226	$ 23,496,581	$17,928,705	$ 2,597,370	$ 7,588,280	$ 51,610,936
Increase (Decrease)	8%	33%	-5%	-1%	9%	25%	22%	4%	8%	15%
Annualized Base Management Fee Rate (f)	1.15%	0.96%	0.80%	0.58%	0.90%	1.00%	1.09%	0.75%	0.58%	0.86%

	Three Months Ended									
	September 30, 2020					September 30, 2019				
	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total
	(Dollars in Thousands)									
Total Assets Under Management										
Balance, Beginning of Period	$166,723,844	$184,118,135	$75,668,139	$137,819,970	$564,330,088	$153,604,820	$171,171,687	$81,435,680	$139,270,150	$545,482,337
Inflows (a)	3,872,574	3,942,139	1,717,874	5,605,092	15,137,679	6,745,847	3,254,530	3,164,093	7,226,533	20,391,003
Outflows (b)	(1,655,318)	(545,896)	(1,664,698)	(1,678,614)	(5,544,526)	(565,777)	(349,478)	(3,069,993)	(2,023,018)	(6,008,266)
Net Inflows	2,217,256	3,396,243	53,176	3,926,478	9,593,153	6,180,070	2,905,052	94,100	5,203,515	14,382,737
Realizations (c)	(1,854,440)	(4,665,183)	(192,729)	(1,225,152)	(7,937,504)	(4,575,981)	(2,812,162)	(305,905)	(2,053,920)	(9,747,968)
Market Activity (d)(i)	6,709,934	6,304,621	2,260,127	3,115,794	18,390,476	1,867,364	2,593,823	(69,485)	(486,465)	3,905,237
Balance, End of Period (e)	$173,796,594	$189,153,816	$77,788,713	$143,637,090	$584,376,213	$157,076,273	$173,858,400	$81,154,390	$141,933,280	$554,022,343
Increase (Decrease)	$ 7,072,750	$ 5,035,681	$ 2,120,574	$ 5,817,120	$ 20,046,125	$ 3,471,453	$ 2,686,713	$ (281,290)	$ 2,663,130	$ 8,540,006
Increase (Decrease)	4%	3%	3%	4%	4%	2%	2%	—	2%	2%

	Nine Months Ended									
	September 30, 2020					September 30, 2019				
	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total
	(Dollars in Thousands)									
Total Assets Under Management										
Balance, Beginning of Period	$163,156,064	$182,886,109	$80,738,112	$144,342,178	$571,122,463	$136,247,229	$130,665,286	$77,814,516	$127,515,286	$472,242,317
Inflows (a)	21,410,378	18,013,698	8,288,396	15,006,778	62,719,250	26,144,532	48,532,796	9,545,687	24,186,221	108,409,236
Outflows (b)	(3,162,867)	(1,613,171)	(9,164,596)	(6,866,875)	(20,807,509)	(2,315,886)	(771,379)	(9,292,182)	(8,919,680)	(21,299,127)
Net Inflows (Outflows)	18,247,511	16,400,527	(876,200)	8,139,903	41,911,741	23,828,646	47,761,417	253,505	15,266,541	87,110,109
Realizations (c)	(6,637,440)	(9,686,514)	(848,559)	(4,504,487)	(21,677,000)	(11,623,877)	(11,233,505)	(788,589)	(4,956,581)	(28,602,552)
Market Activity (d)(j)	(969,541)	(446,306)	(1,224,640)	(4,340,504)	(6,980,991)	8,624,275	6,665,202	3,874,958	4,108,034	23,272,469
Balance, End of Period (e)	$173,796,594	$189,153,816	$77,788,713	$143,637,090	$584,376,213	$157,076,273	$173,858,400	$81,154,390	$141,933,280	$554,022,343
Increase (Decrease)	$ 10,640,530	$ 6,267,707	$ (2,949,399)	$ (705,088)	$ 13,253,750	$ 20,829,044	$ 43,193,114	$ 3,339,874	$ 14,417,994	$ 81,780,026
Increase (Decrease)	7%	3%	-4%	—	2%	15%	33%	4%	11%	17%

(a) Inflows represent contributions, capital raised, other increases in available capital (recallable capital, increased side-by-side commitments), purchases, inter-segment allocations and acquisitions.
(b) Outflows represent redemptions, client withdrawals and decreases in available capital (expired capital, expense drawdowns and decreased side-by-side commitments).
(c) Realizations represent realizations from the disposition of assets or capital returned to investors from CLOs.
(d) Market activity includes realized and unrealized gains (losses) on portfolio investments and the impact of foreign exchange rate fluctuations.
(e) Assets Under Management are reported in the segment where the assets are managed.
(f) Effective January 1, 2020, Blackstone updated its calculation methodology as follows: annualized year to date Base Management Fee divided by the average of the beginning of year and each quarter end's Fee-Earning Assets Under Management in the reporting period. Prior periods have been recast for this update.
(g) For the three months ended September 30, 2020, the impact to Fee-Earning Assets Under Management due to foreign exchange rate fluctuations was $1.2 billion, $932.6 million and $2.1 billion for the Real Estate, Credit & Insurance and Total segments, respectively. For the three months ended September 30, 2019, such impact was $(709.0) million, $(416.1) million and $(1.1) billion for the Real Estate, Credit & Insurance and Total segments, respectively.
(h) For the nine months ended September 30, 2020, the impact to Fee-Earning Assets Under Management due to foreign exchange rate fluctuations was $983.1 million, $918.3 million and $1.9 billion for the Real Estate, Credit & Insurance and Total segments, respectively. For the nine months ended September 30, 2019, such impact was $(791.1) million, $(688.1) million and $(1.5) billion for the Real Estate, Credit & Insurance and Total segments, respectively.
(i) For the three months ended September 30, 2020, the impact to Total Assets Under Management due to foreign exchange rate fluctuations was $2.1 billion, $432.8 million, $1.1 billion and $3.6 billion for the Real Estate, Private Equity, Credit & Insurance and Total segments, respectively. For the three months ended September 30, 2019, such impact was $(2.1) billion, $(411.8) million, $(434.2) million and $(2.9) billion for the Real Estate, Private Equity, Credit & Insurance and Total segments, respectively.
(j) For the nine months ended September 30, 2020, the impact to Total Assets Under Management due to foreign exchange rate fluctuations was $1.6 billion, $(131.8) million, $1.0 billion and $2.5 billion for the Real Estate, Private Equity, Credit & Insurance and Total segments, respectively. For the nine months ended September 30, 2019, such impact was $(2.4) billion, $(304.5) million, $(731.1) million and $(3.4) billion for the Real Estate, Private Equity, Credit & Insurance and Total segments, respectively.

Fee-Earning Assets Under Management

Fee-Earning Assets Under Management were $444.5 billion at September 30, 2020, an increase of $8.7 billion, compared to $435.8 billion at June 30, 2020. The net increase was due to:

- Inflows of $11.8 billion primarily attributable to:
    - $4.4 billion in our Credit & Insurance segment driven by $1.5 billion from certain long only and MLP strategies, $1.1 billion of capital raised from CLOs, $1.1 billion from direct lending and $636.3 million from BIS,
    - $3.5 billion in our Private Equity segment driven by $2.3 billion from BXG, $673.1 million from Tactical Opportunities and $539.9 million from Strategic Partners,
    - $2.7 billion in our Real Estate segment driven by $1.3 billion from BREIT, $1.0 billion from BREDS and $388.6 million from BPP and co-investment, and
    - $1.2 billion in our Hedge Fund Solutions segment driven by $1.0 billion from individual investor and specialized solutions.

- Market activity of $5.8 billion primarily attributable to:
  - o $3.0 billion of market appreciation in our Real Estate segment driven by $2.2 billion from core+ real estate (including $1.2 billion from foreign exchange appreciation), $513.2 million of foreign exchange appreciation from BREP opportunistic funds and co-investment and $268.8 million from BREDS,
  - o $2.1 billion of market appreciation in our Hedge Fund Solutions segment driven by returns from BAAM's Principal Solutions Composite of 3.0% gross and 2.8% net,
  - o $1.8 billion of market appreciation in our Credit & Insurance segment driven by $617.1 million from CLOs, $588.6 million from certain long only and MLP strategies, $320.7 million from direct lending and $164.2 million from distressed strategies, which included $932.6 million of foreign exchange appreciation across the segment, and
  - o $1.1 billion of market depreciation in our Private Equity segment driven by Strategic Partners, which reflects a reporting lag of its underlying funds.

Offsetting these increases were:

- Outflows of $4.8 billion primarily attributable to:
  - o $2.2 billion in our Credit & Insurance segment driven by $1.1 billion from certain long only and MLP strategies and $995.9 million from direct lending, and
  - o $1.6 billion in our Hedge Fund Solutions segment driven by $898.5 million from individual investor and specialized solutions and $695.4 million from customized solutions.

- Realizations of $4.1 billion primarily attributable to:
  - o $1.6 billion in our Private Equity segment driven by $575.2 million from Tactical Opportunities, $542.9 million from Strategic Partners and $480.3 million from corporate private equity,
  - o $1.4 billion in our Real Estate segment driven by $685.0 million from BREDS, $506.8 million from core+ real estate and $242.9 million from BREP opportunistic and co-investment, and
  - o $868.1 million in our Credit & Insurance segment driven by $365.4 million from distressed strategies, $219.5 million from CLOs, $140.3 million from certain long only and MLP strategies and $116.1 million from direct lending.

Fee-Earning Assets Under Management were $444.5 billion at September 30, 2020, an increase of $36.4 billion, compared to $408.1 billion at December 31, 2019. The net increase was due to:

- Inflows of $78.1 billion primarily attributable to:
  - o $42.8 billion in our Private Equity segment driven by $28.5 billion from corporate private equity, primarily related to the commencement of BCP VIII and BEP III's investment periods, $4.9 billion from BXLS, related to the commencement of BXLS V's investment period, $4.5 billion from Strategic Partners, $2.3 billion from BXG, $1.9 billion from Tactical Opportunities and $721.8 million from multi-asset products,
  - o $15.7 billion in our Real Estate segment driven by $7.5 billion from BREIT, $4.0 billion from BREDS, $1.8 billion from BREP opportunistic funds and co-investment, $1.1 billion from BPP Asia and co-investment, $757.0 million from BPP U.S. and co-investment and $483.9 million from BPP Europe and co-investment,
  - o $12.6 billion in our Credit & Insurance segment driven by $4.2 billion from certain long only and MLP strategies, $3.3 billion of capital raised from CLOs, $3.3 billion from our structured products group, $3.1 billion from direct lending, $1.5 billion from BIS, $911.0 million from mezzanine funds and $894.6 million from distressed strategies, all partially offset by $5.2 billion of allocations to various strategies and other segments, and

- $7.1 billion in our Hedge Fund Solutions segment driven by $4.7 billion from individual investor and specialized solutions, $1.4 billion from customized solutions and $952.8 million from commingled products.

Offsetting these increases were:

- Outflows of $24.1 billion primarily attributable to:
  - $8.8 billion in our Hedge Fund Solutions segment driven by $4.6 billion from individual investor and specialized solutions, $3.3 billion from customized solutions and $911.4 million from commingled products,
  - $7.0 billion in our Credit & Insurance segment driven by $5.3 billion from certain long only and MLP strategies, $1.1 billion from direct lending and $284.7 million from distressed strategies,
  - $5.9 billion in our Private Equity segment driven by $4.6 billion from corporate private equity primarily due to the end of BCP VII and BEP II's investment periods, $707.0 million from Strategic Partners, $498.0 million from BXLS due to the end of Clarus IV's investment period and $105.4 million from multi-asset products, and
  - $2.3 billion in our Real Estate segment driven by $1.2 billion from BREIT, $690.7 million from BREDS, $256.0 million from BPP U.S. and co-investment and $145.5 million from BPP Europe.

- Realizations of $13.0 billion primarily attributable to:
  - $5.1 billion in our Real Estate segment driven by $2.2 billion from BREDS, $2.2 billion from core+ real estate and $773.7 million from BREP opportunistic funds and co-investment,
  - $3.6 billion in our Private Equity segment driven by $1.5 billion from Tactical Opportunities, $1.1 billion from Strategic Partners and $1.1 billion from corporate private equity, and
  - $3.4 billion in our Credit & Insurance segment driven by $1.1 billion from distressed strategies, $714.0 million from CLOs, $597.4 million from mezzanine funds, $532.4 million from direct lending and $440.5 million from certain long only and MLP strategies.

- Market depreciation of $4.6 billion driven in large part by the market impacts of COVID-19 on the fair value components of Fee-Earning Assets Under Management unless otherwise stated:
  - $3.4 billion of market depreciation in our Credit & Insurance segment driven by depreciation of $3.5 billion from certain long only and MLP strategies and $448.0 million from distressed strategies, partially offset by $568.6 million of market appreciation from CLOs, all of which included $918.3 million of foreign exchange appreciation across the segment,
  - $1.4 billion of market depreciation in our Hedge Fund Solutions segment driven by returns from BAAM's Principal Solutions Composite of -0.1% gross and -0.7% net,
  - $1.3 billion of market depreciation in our Private Equity segment driven by Strategic Partners, which reflects a reporting lag of its underlying funds, and
  - $1.4 billion of market appreciation in our Real Estate segment driven by $1.3 billion from core+ real estate (including $432.2 million from foreign exchange depreciation), $550.6 million from BREP opportunistic and co-investment and $384.4 million from BREDS.

Total Assets Under Management

Total Assets Under Management were $584.4 billion at September 30, 2020, an increase of $20.0 billion, compared to $564.3 billion at June 30, 2020. The net increase was due to:

- Market activity of $18.4 billion primarily attributable to:
  - $6.7 billion of market appreciation in our Real Estate segment driven by carrying value increases in opportunistic and core+ real estate of 6.4% and 3.5%, respectively, which includes $2.1 billion of foreign exchange appreciation across the segment,
  - $6.3 billion of market appreciation in our Private Equity segment driven by carrying value increases in corporate private equity and Tactical Opportunities of 12.2% and 10.7%, respectively, which included $432.8 million of foreign exchange appreciation across the segment,
  - $3.1 billion of market appreciation in our Credit & Insurance segment driven by $686.1 million from direct lending, $678.9 million from certain long only and MLP strategies, $583.9 million from CLOs, $569.9 million from distressed strategies and $439.6 million from mezzanine funds, which included $1.1 billion of foreign exchange appreciation across the segment, and
  - $2.3 billion of market appreciation in our Hedge Fund Solutions segment driven by reasons noted above in Fee-Earning Assets Under Management.

Total Assets Under Management market activity in our Real Estate and Private Equity segments generally represents the change in fair value of the investments held and typically exceeds the Fee-Earning Assets Under Management market activity.

- Inflows of $15.1 billion primarily attributable to:
  - $5.6 billion in our Credit & Insurance segment driven by $1.7 billion from mezzanine funds, $1.6 billion from certain long only and MLP strategies, $1.1 billion of capital raised from CLOs, $636.3 million from BIS and $585.0 million from direct lending,
  - $3.9 billion in our Private Equity segment driven by $2.5 billion from BXG, $290.4 million from corporate private equity, $263.1 million from Tactical Opportunities, $149.8 million from Strategic Partners and $139.6 million from multi-asset products,
  - $3.9 billion in our Real Estate segment driven by $1.3 billion from BREDS, $1.3 billion from BREIT, $494.1 million from BPP Europe and co-investment, $320.6 million from BPP U.S. and co-investment, $259.0 million from BREP opportunistic funds and co-investment and $229.4 million from BPP Asia, and
  - $1.7 billion in our Hedge Fund Solutions segment driven by $1.0 billion from individual investor and specialized solutions, $371.2 million from commingled products and $314.8 million from customized solutions.

Offsetting these increases were:

- Realizations of $7.9 billion primarily attributable to:
  - $4.7 billion in our Private Equity segment driven by $3.2 billion from corporate private equity, $744.5 million from Tactical Opportunities and $696.2 million from Strategic Partners,
  - $1.9 billion in our Real Estate segment driven by $758.3 million from BREDS, $578.8 million from BREP opportunistic and co-investment and $517.3 million from core+ real estate, and
  - $1.2 billion in our Credit & Insurance segment driven by $483.9 million from distressed strategies, $280.0 million from direct lending, $219.5 million from CLOs and $156.3 million from certain long only and MLP strategies.

Total Assets Under Management realizations in our Real Estate and Private Equity segments generally represents the total proceeds and typically exceeds the Fee-Earning Assets Under Management realizations which generally represents only the invested capital.

- Outflows of $5.5 billion primarily attributable to:
  - $1.7 billion in our Credit & Insurance segment driven by $1.1 billion from certain long only and MLP strategies and $356.6 million from direct lending,
  - $1.7 billion in our Hedge Fund Solutions segment driven by $942.5 million from individual investor and specialized solutions and $710.4 million from customized solutions, and
  - $1.7 billion in our Real Estate segment driven by redemptions from BREIT, BREDS liquid funds, BPP U.S. and BPP Europe.

Total Assets Under Management were $584.4 billion at September 30, 2020, an increase of $13.3 billion, compared to $571.1 billion at December 31, 2019. The net increase was due to:

- Inflows of $62.7 billion primarily attributable to:
  - $21.4 billion in our Real Estate segment driven by $8.5 billion from BREDS, $7.5 billion from BREIT, $2.1 billion from BREP opportunistic funds and co-investment, $1.4 billion from BPP Asia and co-investment, $975.7 million from BPP U.S. and co-investment and $907.3 million from BPP Europe and co-investment,
  - $18.0 billion in our Private Equity segment driven by $7.1 billion from corporate private equity, $4.0 billion from Strategic Partners, $2.5 billion from BXG, $2.0 billion from BXLS, $1.6 billion from Tactical Opportunities and $888.0 million from BIP,
  - $15.0 billion in our Credit & Insurance segment driven by $6.6 billion from our structured products group, $4.9 billion from certain long only and MLP strategies, $3.4 billion from direct lending, $3.3 billion of capital raised from CLOs, $2.9 billion from mezzanine funds, $1.5 billion from BIS and $210.3 million from distressed strategies, all partially offset by $8.4 billion of allocations to various strategies and other segments, and
  - $8.3 billion in our Hedge Fund Solutions segment driven by $5.0 billion from individual investor and specialized solutions, $2.1 billion from customized solutions and $1.2 billion from commingled products.

Offsetting these increases were:

- Realizations of $21.7 billion primarily attributable to:
  - $9.7 billion in our Private Equity segment driven by $5.2 billion from corporate private equity, $2.3 billion from Tactical Opportunities, $1.8 billion from Strategic Partners and $437.2 million from BXLS,
  - $6.6 billion in our Real Estate segment driven by $2.8 billion from BREP opportunistic and co-investment, $2.2 billion from core+ real estate and $1.6 billion from BREDS, and
  - $4.5 billion in our Credit & Insurance segment driven by $1.2 billion from distressed strategies, $1.1 billion from mezzanine funds, $1.0 billion from direct lending, $714.0 million from CLOs and $490.6 million from certain long only and MLP strategies.

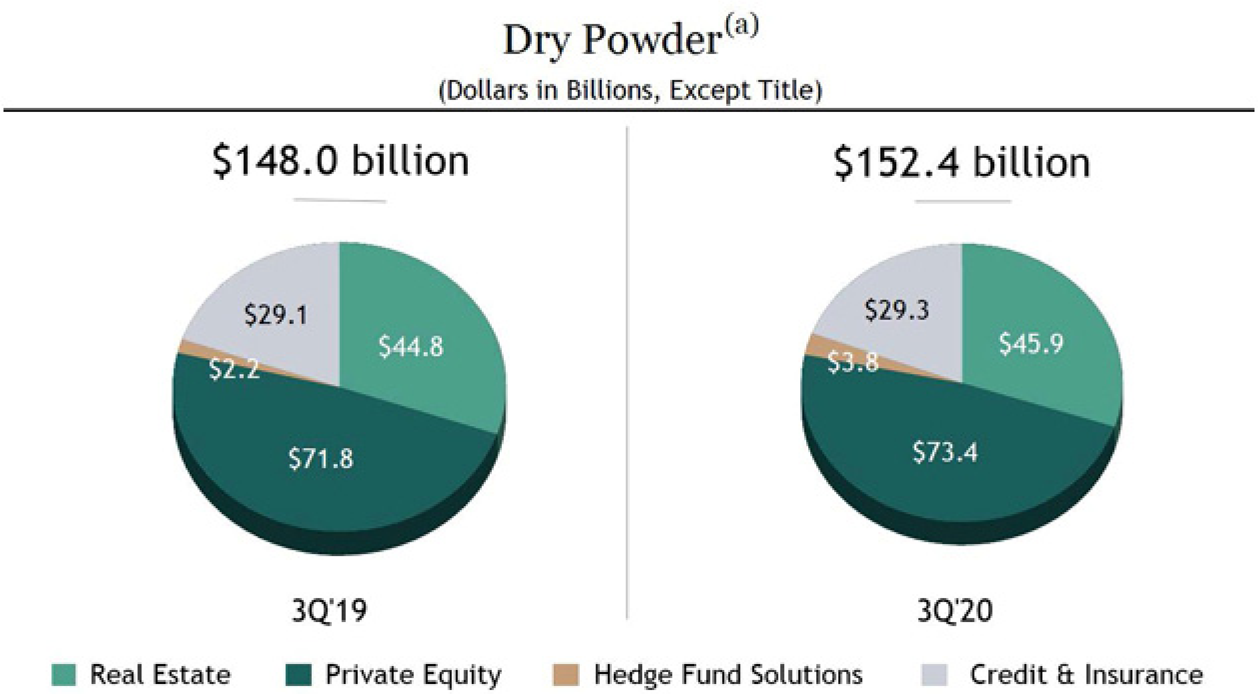
- Outflows of $20.8 billion primarily attributable to:
  - $9.2 billion in our Hedge Fund Solutions segment driven by $4.7 billion from individual investor and specialized solutions, $3.4 billion from customized solutions and $1.1 billion from commingled products,

- $6.9 billion in our Credit & Insurance segment driven by $5.7 billion from certain long only and MLP strategies, $483.2 million from direct lending and $391.4 million from CLOs,
  - $3.2 billion in our Real Estate segment driven by $1.7 billion from core+ real estate, $1.1 billion from BREP opportunistic funds and co-investment and $323.3 million from BREDS, and
  - $1.6 billion in our Private Equity segment driven by $574.8 million from multi-asset products, $405.4 million from corporate private equity, $290.3 million from Tactical Opportunities, $191.6 million from Strategic Partners and $151.1 million from BXLS.

- Market depreciation of $7.0 billion driven in large part by the market impacts of COVID-19 on the fair value components of Total Assets Under Management unless otherwise noted:
  - $4.3 billion of market depreciation in our Credit & Insurance segment driven by depreciation of $3.7 billion from certain long only and MLP strategies and $1.2 billion from distressed strategies, partially offset by market appreciation of $559.8 million from CLOs, all of which included $1.0 billion of foreign exchange depreciation across the segment,
  - $1.2 billion of market depreciation in our Hedge Fund Solutions segment driven by reasons noted above in Fee-Earning Assets Under Management, and
  - $969.5 million of market depreciation in our Real Estate segment driven by $2.9 billion from BREDS, partially offset by $1.4 billion of market appreciation from core+ real estate (including $449.0 million of foreign exchange appreciation) and $480.7 million of market appreciation from BREP opportunistic funds and co-investment (including $1.2 billion of foreign exchange appreciation and $674.3 million of market depreciation).

Dry Powder

The following presents our Dry Powder as of quarter end of each period:



Note: Totals may not add due to rounding.

(a) Represents illiquid drawdown funds, a component of Perpetual Capital and fee-paying co-investments; includes fee-paying third party capital as well as general partner and employee capital that does not earn fees. Amounts are reduced by outstanding capital commitments, for which capital has not yet been invested.

Net Accrued Performance Revenues

Effective January 1, 2020, Net Accrued Performance Revenues has been redefined to exclude Performance Revenues realized but not yet distributed as of the reporting date. This update aligns the presentation of Distributable Earnings and Net Accrued Performance Revenues. Prior periods have been recast to reflect this definition.

The following table presents the Accrued Performance Revenues, net of performance compensation, of the Blackstone Funds as of September 30, 2020 and 2019. Net Accrued Performance Revenues presented do not include clawback amounts, if any, which are disclosed in Note 17. “Commitments and Contingencies — Contingencies — Contingent Obligations (Clawback)” in the “Notes to Condensed Consolidated Financial Statements” in “Part I. Item 1. Financial Statements” of this filing. See “— Non-GAAP Financial Measures” for our reconciliation of Net Accrued Performance Revenues.

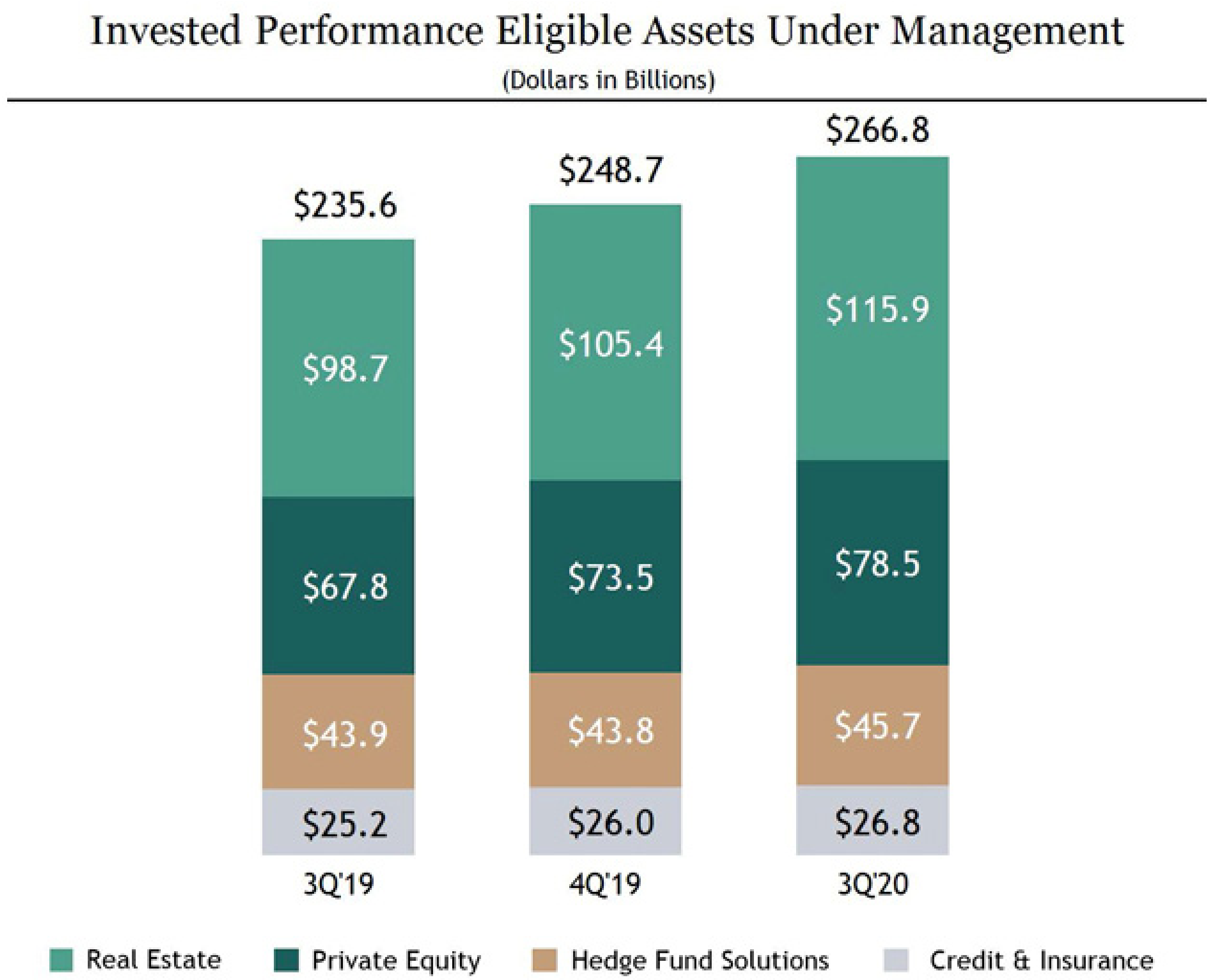
	September 30,	
	2020	2019
	(Dollars in Millions)	
Real Estate		
BREP IV	$ 8	$ 11
BREP V	7	16
BREP VI	46	75
BREP VII	238	501
BREP VIII	782	597
BREP IX	90	—
BREP Europe IV	104	221
BREP Europe V	179	171
BREP Asia I	102	162
BPP	227	257
BREIT	—	59
BREDS	6	28
BTAS	42	45
Total Real Estate (a)	1,831	2,142
Private Equity		
BCP IV	19	24
BCP VI	668	723
BCP VII	458	382
BCP Asia	40	7
BEP I	23	133
BEP II	—	8
BCEP	85	36
Tactical Opportunities (b)	148	106
Strategic Partners	76	133
BXLS	7	4
BTAS/Other	20	53
Total Private Equity (a)	1,544	1,607
Hedge Fund Solutions	54	57
Credit & Insurance	121	235
Total Blackstone Net Accrued Performance Revenues	$ 3,550	$ 4,042

Note: Totals may not add due to rounding.
(a) Real Estate and Private Equity include Co-Investments, as applicable.
(b) Tactical Opportunities includes Blackstone Growth.

For the twelve months ended September 30, 2020, Net Accrued Performance Revenues receivable declined due to Net Accrued Performance Revenues of $439.5 million and net realized distributions of $932.4 million.

Invested Performance Eligible Assets Under Management

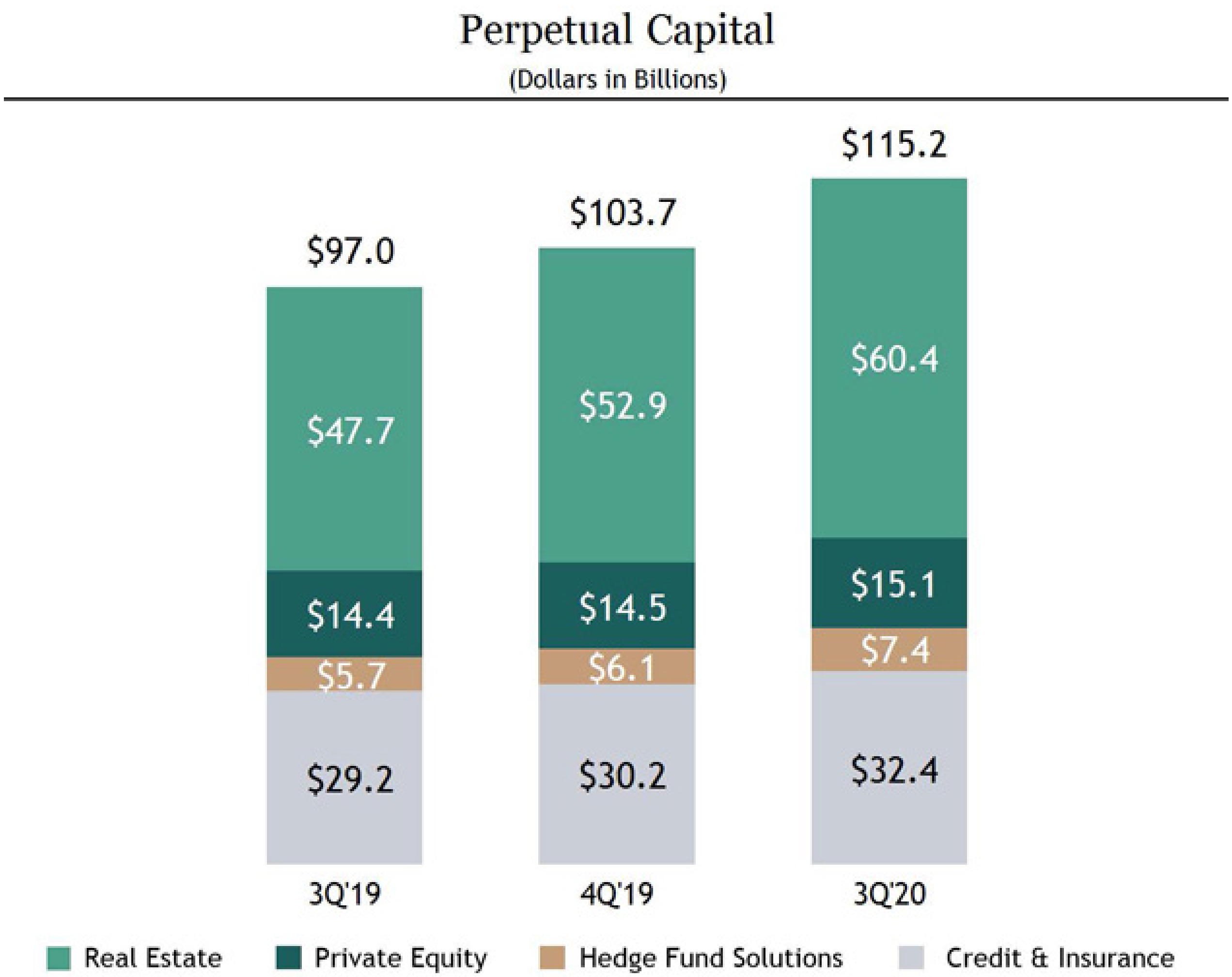
The following presents our Invested Performance Eligible Assets Under Management as of quarter end for each period:



Note: Totals may not add due to rounding.

Perpetual Capital

The following presents our Perpetual Capital assets under management as of quarter end for each period:



Note: Totals may not add due to rounding.

Investment Record

Fund returns information for our significant funds is included throughout this discussion and analysis to facilitate an understanding of our results of operations for the periods presented. The fund returns information reflected in this discussion and analysis is not indicative of the financial performance of Blackstone and is also not necessarily indicative of the future performance of any particular fund. An investment in Blackstone is not an investment in any of our funds. There can be no assurance that any of our funds or our other existing and future funds will achieve similar returns.

The following table presents the investment record of our significant drawdown funds from inception through September 30, 2020:

Fund (Investment Period Beginning Date / Ending Date) (a)	Committed Capital	Available Capital (b)	Unrealized Investments			Realized Investments		Total Investments		Net IRRs (d)	
			Value	MOIC (c)	% Public	Value	MOIC (c)	Value	MOIC (c)	Realized	Total
	(Dollars/Euros in Thousands, Except Where Noted)										
Real Estate											
Pre-BREP	$ 140,714	$ —	$ —	N/A	—	$ 345,190	2.5x	$ 345,190	2.5x	33%	33%
BREP I (Sep 1994 / Oct 1996)	380,708	—	—	N/A	—	1,327,708	2.8x	1,327,708	2.8x	40%	40%
BREP II (Oct 1996 / Mar 1999)	1,198,339	—	—	N/A	—	2,531,614	2.1x	2,531,614	2.1x	19%	19%
BREP III (Apr 1999 / Apr 2003)	1,522,708	—	—	N/A	—	3,330,406	2.4x	3,330,406	2.4x	21%	21%
BREP IV (Apr 2003 / Dec 2005)	2,198,694	—	33,534	0.1x	56%	4,544,926	2.2x	4,578,460	1.7x	28%	12%
BREP V (Dec 2005 / Feb 2007)	5,539,418	—	170,327	0.7x	45%	13,070,382	2.4x	13,240,709	2.3x	12%	11%
BREP VI (Feb 2007 / Aug 2011)	11,060,444	—	566,600	2.3x	77%	27,181,375	2.5x	27,747,975	2.5x	13%	13%
BREP VII (Aug 2011 / Apr 2015)	13,496,823	1,711,538	5,559,666	1.2x	7%	22,853,427	2.1x	28,413,093	1.9x	22%	14%
BREP VIII (Apr 2015 / Jun 2019)	16,567,256	2,737,862	18,983,652	1.5x	—	7,274,206	1.7x	26,257,858	1.5x	26%	14%
*BREP IX (Jun 2019 / Dec 2024)	20,891,658	14,629,333	7,094,976	1.1x	7%	1,001,040	1.4x	8,096,016	1.2x	N/M	16%
Total Global BREP	$ 72,996,762	$ 19,078,733	$ 32,408,755	1.3x	4%	$ 83,460,274	2.2x	$115,869,029	1.9x	18%	15%
BREP Int'l (Jan 2001 / Sep 2005)	€ 824,172	€ —	€ —	N/A	—	€ 1,373,170	2.1x	€ 1,373,170	2.1x	23%	23%
BREP Int'l II (Sep 2005 / Jun 2008) (e)	1,629,748	—	—	N/A	—	2,576,670	1.8x	2,576,670	1.8x	8%	8%
BREP Europe III (Jun 2008 / Sep 2013)	3,205,167	—	380,890	0.6x	—	5,738,120	2.5x	6,119,010	2.1x	20%	14%
BREP Europe IV (Sep 2013 / Dec 2016)	6,710,146	1,337,217	2,555,556	1.3x	—	8,999,310	2.0x	11,554,866	1.8x	22%	15%
BREP Europe V (Dec 2016 / Oct 2019)	7,949,959	1,602,716	7,876,826	1.3x	—	778,365	2.6x	8,655,191	1.3x	50%	10%
*BREP Europe VI (Oct 2019 / Apr 2025)	9,786,439	7,287,480	2,380,731	1.0x	9%	—	N/A	2,380,731	1.0x	N/A	-12%
Total BREP Europe	€ 30,105,631	€ 10,227,413	€ 13,194,003	1.2x	2%	€ 19,465,635	2.1x	€ 32,659,638	1.6x	16%	12%

continued...

Fund (Investment Period Beginning Date / Ending Date) (a)	Committed Capital	Available Capital (b)	Unrealized Investments			Realized Investments		Total Investments		Net IRRs (d)	
			Value	MOIC (c)	% Public	Value	MOIC (c)	Value	MOIC (c)	Realized	Total
			(Dollars/Euros in Thousands, Except Where Noted)								
Real Estate (continued)											
BREP Asia I (Jun 2013 / Dec 2017)	$ 4,598,089	$ 1,281,985	$ 3,132,457	1.4x	15%	$ 4,295,614	1.9x	$ 7,428,071	1.6x	20%	12%
*BREP Asia II (Dec 2017 / Jun 2023)	7,302,307	4,160,393	3,402,501	1.1x	12%	228,667	1.6x	3,631,168	1.1x	44%	2%
BREP Co-Investment (f)	7,055,974	154,831	1,977,271	2.7x	—	13,309,647	2.1x	15,286,918	2.2x	15%	16%
Total BREP	$ 127,797,844	$ 36,663,494	$ 56,042,120	1.3x	5%	$ 125,828,531	2.2x	$ 181,870,651	1.8x	17%	15%
*Core+ BPP (Various) (g)	$ N/A	$ N/A	$ 34,168,173	N/A	—	$ 7,275,374	N/A	$ 41,443,547	N/A	N/M	8%
*Core+ BREIT (Various) (h)	N/A	N/A	18,967,371	N/A	—	581,771	N/A	19,549,142	N/A	N/A	8%
*BREDS High-Yield (Various) (i)	19,993,148	10,225,525	2,641,559	1.0x	—	13,095,502	1.3x	15,737,061	1.2x	11%	10%
Private Equity											
Corporate Private Equity											
BCP I (Oct 1987 / Oct 1993)	$ 859,081	$ —	$ —	N/A	—	$ 1,741,738	2.6x	$ 1,741,738	2.6x	19%	19%
BCP II (Oct 1993 / Aug 1997)	1,361,100	—	—	N/A	—	3,256,819	2.5x	3,256,819	2.5x	32%	32%
BCP III (Aug 1997 / Nov 2002)	3,967,422	—	—	N/A	—	9,184,688	2.3x	9,184,688	2.3x	14%	14%
BCOM (Jun 2000 / Jun 2006)	2,137,330	24,575	12,368	N/A	—	2,953,649	1.4x	2,966,017	1.4x	6%	6%
BCP IV (Nov 2002 / Dec 2005)	6,773,182	189,764	164,991	2.1x	—	21,417,821	2.9x	21,582,812	2.9x	36%	36%
BCP V (Dec 2005 / Jan 2011)	21,009,112	1,035,259	739,282	1.5x	45%	37,212,862	1.9x	37,952,144	1.9x	8%	8%
BCP VI (Jan 2011 / May 2016)	15,202,400	1,164,970	10,954,940	1.7x	52%	17,663,965	2.1x	28,618,905	1.9x	18%	12%
BCP VII (May 2016 / Feb 2020)	18,808,535	2,514,185	21,067,624	1.3x	2%	1,763,411	1.8x	22,831,035	1.4x	48%	12%
*BCP VIII (Feb 2020 / Feb 2026)	24,839,835	24,799,808	(739)	N/A	100%	—	N/A	(739)	N/A	N/A	N/A
Energy I (Aug 2011 / Feb 2015)	2,441,558	142,138	646,099	0.9x	20%	3,328,596	1.9x	3,974,695	1.7x	15%	10%
Energy II (Feb 2015 / Feb 2020)	4,913,595	280,193	3,595,443	0.8x	7%	350,161	2.1x	3,945,604	0.9x	58%	-12%
*Energy III (Feb 2020 / Feb 2026)	4,213,068	3,653,144	494,356	1.0x	80%	—	N/A	494,356	1.0x	N/A	N/M
*BCP Asia (Dec 2017 / Dec 2023)	2,417,554	1,319,702	1,575,821	1.5x	12%	160,023	2.2x	1,735,844	1.5x	159%	28%
*Core Private Equity (Jan 2017 / Jan 2021) (j)	4,756,127	1,429,242	5,022,859	1.5x	—	468,926	1.8x	5,491,785	1.5x	36%	17%
Total Corporate Private Equity	$ 113,699,899	$ 36,552,980	$ 44,273,044	1.3x	17%	$ 99,502,659	2.1x	$ 143,775,703	1.8x	16%	15%

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Fund (Investment Period Beginning Date / Ending Date) (a)	Committed Capital	Available Capital (b)	Unrealized Investments Value	Unrealized Investments MOIC (c)	Unrealized Investments % Public	Realized Investments Value	Realized Investments MOIC (c)	Total Investments Value	Total Investments MOIC (c)	Net IRRs (d) Realized	Net IRRs (d) Total
	(Dollars/Euros in Thousands, Except Where Noted)										
Private Equity (continued)											
Tactical Opportunities											
*Tactical Opportunities (Various)	$ 22,722,239	$ 8,056,105	$ 11,386,499	1.1x	7%	$ 10,532,523	1.7x	$21,919,022	1.4x	17%	9%
*Tactical Opportunities Co-Investment and Other (Various)	8,868,691	1,894,773	5,592,365	1.4x	2%	2,575,630	1.5x	8,167,995	1.4x	19%	15%
Total Tactical Opportunities	$ 31,590,930	$ 9,950,878	$ 16,978,864	1.2x	5%	$ 13,108,153	1.7x	$30,087,017	1.4x	18%	10%
*Blackstone Growth (Jul 2020 / Jul 2025)	$ 2,458,155	$ 2,162,576	$ 241,414	N/M	—	$ —	N/A	241,414	N/M	N/A	N/M
Strategic Partners (Secondaries)											
Strategic Partners I-V (Various) (k)	$ 11,865,053	$ 1,673,692	$ 770,700	N/M	—	$ 16,943,163	N/M	$17,713,863	1.5x	N/A	13%
Strategic Partners VI (Apr 2014 / Apr 2016) (k)	4,362,750	1,188,738	1,130,603	N/M	—	3,353,270	N/M	4,483,873	1.4x	N/A	13%
Strategic Partners VII (May 2016 / Mar 2019) (k)	7,489,970	2,410,875	4,415,089	N/M	—	2,083,051	N/M	6,498,140	1.3x	N/A	12%
Strategic Partners Real Assets II (May 2017 / Jun 2020) (k)	1,749,807	325,923	1,114,593	N/M	—	426,661	N/M	1,541,254	1.2x	N/A	13%
*Strategic Partners VIII (Mar 2019 / Jul 2023) (k)	10,763,600	5,241,049	2,719,357	N/M	—	295,999	N/M	3,015,356	1.2x	N/A	17%
*Strategic Partners Real Estate, SMA and Other (Various) (k)	7,678,402	2,828,096	2,436,489	N/M	—	1,438,476	N/M	3,874,965	1.2x	N/A	11%
*Strategic Partners Infra III (Jun 2020 / Jul 2024) (k)	3,250,100	2,942,929	96,155	N/M	—	—	N/A	96,155	2.0x	N/A	N/M
Total Strategic Partners (Secondaries)	$ 47,159,682	$16,611,302	$ 12,682,986	N/M	—	$ 24,540,620	N/M	$37,223,606	1.4x	N/A	13%
*Infrastructure (Various)	$ 13,658,063	$10,643,283	$ 2,878,931	1.0x	12%	—	N/A	$ 2,878,931	1.0x	N/A	-10%
Life Sciences											
Clarus IV (Jan 2018 / Jan 2020)	910,000	406,941	596,134	1.4x	3%	22,327	1.3x	618,461	1.4x	13%	14%
*BXLS V (Jan 2020 / Jan 2025)	4,679,227	4,477,028	242,132	1.2x	3%	—	N/A	242,132	1.2x	N/A	N/M

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Fund (Investment Period Beginning Date / Ending Date) (a)	Committed Capital	Available Capital (b)	Unrealized Investments Value	Unrealized Investments MOIC (c)	Unrealized Investments % Public	Realized Investments Value	Realized Investments MOIC (c)	Total Investments Value	Total Investments MOIC (c)	Net IRRs (d) Realized	Net IRRs (d) Total
			(Dollars/Euros in Thousands, Except Where Noted)								
Credit											
Mezzanine / Opportunistic I (Jul 2007 / Oct 2011)	$ 2,000,000	$ 97,114	$ 17,566	0.9x	—	$ 4,774,711	1.6x	$ 4,792,277	1.6x	N/A	17%
Mezzanine / Opportunistic II (Nov 2011 / Nov 2016)	4,120,000	1,033,255	933,246	0.7x	—	5,519,086	1.6x	6,452,332	1.3x	N/A	9%
*Mezzanine / Opportunistic III (Sep 2016 / Sep 2021)	6,639,133	2,248,377	4,648,184	1.1x	1%	2,249,490	1.6x	6,897,674	1.2x	N/A	9%
Stressed / Distressed I (Sep 2009 / May 2013)	3,253,143	76,000	1,305	—	—	5,774,236	1.6x	5,775,541	1.3x	N/A	9%
Stressed / Distressed II (Jun 2013 / Jun 2018)	5,125,000	551,437	951,873	0.7x	1%	4,395,666	1.2x	5,347,539	1.0x	N/A	-2%
*Stressed / Distressed III (Dec 2017 / Dec 2022)	7,356,380	4,313,296	1,704,234	0.9x	1%	1,466,071	1.3x	3,170,305	1.0x	N/A	-2%
Energy I (Nov 2015 / Nov 2018)	2,856,867	1,063,343	1,451,567	0.9x	—	1,080,273	1.8x	2,531,840	1.1x	N/A	3%
*Energy II (Feb 2019 / Feb 2024)	3,616,081	2,980,268	680,742	1.1x	—	192,782	1.5x	873,524	1.1x	N/A	18%
European Senior Debt I (Feb 2015 / Feb 2019)	€ 1,964,689	€ 285,535	€ 1,676,028	1.0x	2%	€ 1,399,136	1.5x	€ 3,075,164	1.1x	N/A	4%
*European Senior Debt II (Jun 2019 / Jun 2024)	€ 4,088,344	€ 3,416,289	€ 662,325	1.0x	—	€ 123,072	1.8x	€ 785,397	1.1x	N/A	N/M
Total Credit Drawdown Funds (l)	$ 41,872,262	$ 16,704,048	$ 13,130,787	0.9x	1%	$ 27,165,985	1.5x	$ 40,296,772	1.2x	N/A	9%
*Direct Lending BDC BGSL (Various) (m)	$ 3,770,397	$ 1,243,928	$ 2,540,903	N/A	—	$ 186,679	N/A	$ 2,727,582	N/A	N/A	8%

The returns presented herein represent those of the applicable Blackstone Funds and not those of Blackstone.

N/M Not meaningful generally due to the limited time since initial investment.
N/A Not applicable.
* Represents funds that are currently in their investment period and open-ended funds.
(a) Excludes investment vehicles where Blackstone does not earn fees.
(b) Available Capital represents total investable capital commitments, including side-by-side, adjusted for certain expenses and expired or recallable capital and may include leverage, less invested capital. This amount is not reduced by outstanding commitments to investments.
(c) Multiple of Invested Capital ("MOIC") represents carrying value, before management fees, expenses and Performance Revenues, divided by invested capital.
(d) Unless otherwise indicated, Net Internal Rate of Return ("IRR") represents the annualized inception to September 30, 2020 IRR on total invested capital based on realized proceeds and unrealized value, as applicable, after management fees, expenses and Performance Revenues. IRRs are calculated using actual timing of limited partner cash flows. Initial inception date of cash flows may differ from the Investment Period Beginning Date.
(e) The 8% Realized Net IRR and 8% Total Net IRR exclude investors that opted out of the Hilton investment opportunity. Overall BREP International II performance reflects a 7% Realized Net IRR and a 7% Total Net IRR.
(f) BREP Co-Investment represents co-investment capital raised for various BREP investments. The Net IRR reflected is calculated by aggregating each co-investment's realized proceeds and unrealized value, as applicable, after management fees, expenses and Performance Revenues.
(g) BPP represents the core+ real estate funds which invest with a more modest risk profile and lower leverage. Committed Capital and Available Capital are not regularly reported to investors in our core+ strategy and are not applicable in the context of these funds.
(h) Unrealized Investment Value reflects BREIT's net asset value as of September 30, 2020. Realized Investment Value represents BREIT's cash distributions, net of servicing fees. The BREIT net return reflects a per share blended return, assuming BREIT had a single share class, reinvestment of all dividends received during the period, and no upfront selling commission, net of all fees and expenses incurred by BREIT. These returns are not representative of the returns experienced by any particular investor or share class. Inception to date net returns are presented on an annualized basis and are from January 1, 2017. Committed Capital and Available Capital are not regularly reported to investors in our core+ strategy and are not applicable in the context of this vehicle.
(i) BREDS High-Yield represents the flagship real estate debt drawdown funds only and excludes BREDS High-Grade.
(j) Blackstone Core Equity Partners is a core private equity fund which invests with a more modest risk profile and longer hold period than traditional private equity.
(k) Realizations are treated as return of capital until fully recovered and therefore unrealized and realized MOICs are not meaningful. If information is not available on a timely basis, returns are calculated from results that are reported on a three month lag and therefore do not include the impact of economic and market activities in the quarter in which such events occur.
(l) Funds presented represent the flagship credit drawdown funds only. The Total Credit Net IRR is the combined IRR of the credit drawdown funds presented.
(m) Unrealized Investment Value reflects BGSL's net asset value as of September 30, 2020. Realized Investment Value represents BGSL's cash distributions. BGSL's net return is annualized and calculated since inception starting on November 20, 2018, as the change in NAV per share during the period, plus distributions per share (assuming dividends and distributions are reinvested in accordance with the Company's dividend reinvestment plan) divided by the beginning NAV per share.

Segment Analysis

Discussed below is our Segment Distributable Earnings for each of our segments. This information is reflected in the manner utilized by our senior management to make operating decisions, assess performance and allocate resources. References to "our" sectors or investments may also refer to portfolio companies and investments of the underlying funds that we manage.

Real Estate

The following table presents the results of operations for our Real Estate segment:

	Three Months Ended September 30, 2020	Three Months Ended September 30, 2019	2020 vs. 2019 $	2020 vs. 2019 %	Nine Months Ended September 30, 2020	Nine Months Ended September 30, 2019	2020 vs. 2019 $	2020 vs. 2019 %
	(Dollars in Thousands)							
Management Fees, Net								
Base Management Fees	$ 392,785	$ 266,779	$ 126,006	47%	$ 1,146,927	$ 782,660	$ 364,267	47%
Transaction and Other Fees, Net	17,464	73,385	(55,921)	-76%	72,527	121,286	(48,759)	-40%
Management Fee Offsets	(1,039)	(7,635)	6,596	-86%	(11,816)	(9,601)	(2,215)	23%
Total Management Fees, Net	409,210	332,529	76,681	23%	1,207,638	894,345	313,293	35%
Fee Related Performance Revenues	55,327	30,600	24,727	81%	66,383	48,348	18,035	37%
Fee Related Compensation	(138,342)	(132,183)	(6,159)	5%	(375,278)	(344,794)	(30,484)	9%
Other Operating Expenses	(42,566)	(43,897)	1,331	-3%	(127,567)	(122,997)	(4,570)	4%
Fee Related Earnings	283,629	187,049	96,580	52%	771,176	474,902	296,274	62%
Realized Performance Revenues	18,872	282,379	(263,507)	-93%	96,801	558,134	(461,333)	-83%
Realized Performance Compensation	(7,343)	(85,544)	78,201	-91%	(33,282)	(183,186)	149,904	-82%
Realized Principal Investment Income	4,946	17,968	(13,022)	-72%	13,819	63,257	(49,438)	-78%
Net Realizations	16,475	214,803	(198,328)	-92%	77,338	438,205	(360,867)	-82%
Segment Distributable Earnings	$ 300,104	$ 401,852	$ (101,748)	-25%	$ 848,514	$ 913,107	$ (64,593)	-7%

N/M Not meaningful.

Three Months Ended September 30, 2020 Compared to Three Months Ended September 30, 2019

Segment Distributable Earnings were $300.1 million for the three months ended September 30, 2020, a decrease of $101.7 million, compared to $401.9 million for the three months ended September 30, 2019. The decrease in Segment Distributable Earnings was primarily attributable to a decrease of $198.3 million in Net Realizations, partially offset by an increase of $96.6 million in Fee Related Earnings.

Segment Distributable Earnings in our Real Estate segment in the third quarter of 2020 were lower compared to the third quarter of 2019. This was primarily driven by decreased Net Realizations, partially offset by increased Fee Related Earnings due to the end of BREP IX's fee holiday in 2019, the commencement of BREP Europe VI's investment period in the fourth quarter of 2019 along with the end of its fee holiday in the first quarter of 2020 and growth in Fee-Earning Assets Under Management in core+ real estate. The third quarter of 2020 was characterized by continued market rebounds across many asset classes. However, the ongoing COVID-19 pandemic and related shutdowns or limitations in the operations of certain non-essential businesses have continued to cause disruption in the U.S. and global economies, and certain investments in our real estate portfolio, such as those in the hospitality and retail sectors and in certain geographies in the office and residential sectors, have been materially challenged and could continue to be adversely impacted. Following a more muted period since the onset of the COVID-19 pandemic, the continuing market recovery in the third quarter of 2020 has contributed to renewed momentum in capital deployment, realization and fundraising activity, although the resurgence in COVID-19 infection levels in certain geographies and a potential resulting market downturn may pose material risks. These risks potentially create additional pressure for certain of our portfolio companies' and investments' liquidity needs and their ability to meet financial obligations, including by adversely impacting rent collection and operational performance. In addition, to the extent the rate of global growth in certain sectors further decelerates, this would contribute to a more challenging operating environment. We have not, however, experienced a period of significant dislocation since the first quarter of 2020, during which the liquidity of certain assets traded in the credit markets was limited. Nonetheless, another period of such dislocation would impact the value of certain assets held by our funds, such funds' ability to sell assets at attractive prices or in a timely manner in order to avoid losses and the likelihood of margin calls from credit providers. Furthermore, the economic recovery is likely to continue to be gradual, uneven and characterized by meaningful dispersion across sectors and regions, with uncertainty regarding its ultimate length and trajectory. For example, the recovery to date has been more pronounced in the U.S. than in the European Union.

We have also seen an increasing focus toward rent regulation as a means to address residential affordability caused by undersupply of housing in certain markets in the U.S. and Europe, as well as an increasing focus on the institution of eviction limitations in response to the COVID-19 pandemic in the U.S. Such conditions (which may be across industries, sectors or geographies) may contribute to adverse operating performance, including by moderating rent growth in certain markets in our residential portfolio. See "Part II. Item 1A. Risk Factors — The global outbreak of the novel coronavirus, or COVID-19, has caused severe disruptions in the U.S. and global economies and is adversely impacting, and may continue to adversely impact, our performance and results of operations." in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020 and the market and economic conditions risk factors in our Annual Report on Form 10-K for the year ended December 31, 2019.

Fee Related Earnings

Fee Related Earnings were $283.6 million for the three months ended September 30, 2020, an increase of $96.6 million, or 52%, compared to $187.0 million for the three months ended September 30, 2019. The increase in Fee Related Earnings was primarily attributable to increases of $76.7 million in Management Fees, Net and $24.7 million in Fee Related Performance Revenues.

Management Fees, Net were $409.2 million for the three months ended September 30, 2020, an increase of $76.7 million, compared to $332.5 million for the three months ended September 30, 2019, primarily driven by an increase in Base Management Fees. Base Management Fees increased $126.0 million primarily due to the end of BREP IX's fee holiday in 2019, the commencement of BREP Europe VI's investment period in the fourth quarter of 2019 along with the end of its fee holiday in the first quarter of 2020 and Fee-Earning Assets Under Management growth in core+ real estate.

Fee Related Performance Revenues were $55.3 million for the three months ended September 30, 2020, an increase of $24.7 million, compared to $30.6 million for the three months ended September 30, 2019. The increase was primarily due to a crystallization event in BPP Europe.

Net Realizations

Net Realizations were $16.5 million for the three months ended September 30, 2020, a decrease of $198.3 million, compared to $214.8 million for the three months ended September 30, 2019. The decrease in Net Realizations was primarily attributable to a decrease of $263.5 million in Realized Performance Revenues, partially offset by a decrease of $78.2 million in Realized Performance Compensation.

Realized Performance Revenues were $18.9 million for the three months ended September 30, 2020, a decrease of $263.5 million, compared to $282.4 million for the three months ended September 30, 2019. The decrease was due to lower realization activity as a result of market impacts of COVID-19 in the three months ended September 30, 2020 compared to the three months ended September 30, 2019.

Realized Performance Compensation was $7.3 million for the three months ended September 30, 2020, a decrease of $78.2 million, compared to $85.5 million for the three months ended September 30, 2019. The decrease was primarily due to the decrease in Realized Performance Revenues.

Nine Months Ended September 30, 2020 Compared to Nine Months Ended September 30, 2019

Segment Distributable Earnings were $848.5 million for the nine months ended September 30, 2020, a decrease of $64.6 million, compared to $913.1 million for the nine months ended September 30, 2019. The decrease in Segment Distributable Earnings was primarily attributable to a decrease of $360.9 million in Net Realizations, partially offset by an increase of $296.3 million in Fee Related Earnings.

Fee Related Earnings

Fee Related Earnings were $771.2 million for the nine months ended September 30, 2020, an increase of $296.3 million, or 62%, compared to $474.9 million for the nine months ended September 30, 2019. The increase in Fee Related Earnings was primarily attributable to increases of $313.3 million in Management Fees, Net and $18.0 million in Fee Related Performance Revenues, partially offset by an increase of $30.5 million in Fee Related Compensation.

Management Fees, Net were $1.2 billion for the nine months ended September 30, 2020, an increase of $313.3 million, compared to $894.3 million for the nine months ended September 30, 2019, primarily driven by an increase in Base Management Fees. Base Management Fees increased $364.3 million primarily due to the end of BREP IX's fee holiday in 2019, the commencement of BREP Europe VI's investment period in the fourth quarter of 2019 along with the end of its fee holiday in the first quarter of 2020 and Fee-Earning Assets Under Management growth in core+ real estate.

The annualized Base Management Fee Rate increased from 1.00% at September 30, 2019 to 1.15% at September 30, 2020. The increase was principally due to BREP IX, the majority of which were under a Base Management Fee holiday in 2019, and BREP Europe VI, which commenced its investment period in the fourth quarter of 2019 and came out of its fee holiday in the first quarter of 2020.

Fee Related Performance Revenues were $66.4 million for the nine months ended September 30, 2020, an increase of $18.0 million, compared to $48.3 million for the nine months ended September 30, 2019. The increase was primarily due to a crystallization event in BPP Europe.

Fee Related Compensation was $375.3 million for the nine months ended September 30, 2020, an increase of $30.5 million, compared to $344.8 million for the nine months ended September 30, 2019. The increase was primarily due to an increase in Management Fees, Net on which a portion of Fee Related Compensation is based.

Net Realizations

Net Realizations were $77.3 million for the nine months ended September 30, 2020, a decrease of $360.9 million, compared to $438.2 million for the nine months ended September 30, 2019. The decrease in Net Realizations was primarily attributable to decreases of $461.3 million in Realized Performance Revenues and $49.4 million in Realized Principal Investment Income, partially offset by a decrease of $149.9 million in Realized Performance Compensation.

Realized Performance Revenues were $96.8 million for the nine months ended September 30, 2020, a decrease of $461.3 million, compared to $558.1 million for the nine months ended September 30, 2019. The decrease was due to lower realization activity as a result of market impacts of COVID-19 in the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019.

Realized Principal Investment Income was $13.8 million for the nine months ended September 30, 2020, a decrease of $49.4 million, compared to $63.3 million for the nine months ended September 30, 2019. The decrease was primarily due to firm redemptions from Real Estate funds in 2019.

Realized Performance Compensation was $33.3 million for the nine months ended September 30, 2020, a decrease of $149.9 million, compared to $183.2 million for the nine months ended September 30, 2019. The decrease was primarily due to the decrease in Realized Performance Revenues.

Fund Returns

Fund return information for our significant funds is included throughout this discussion and analysis to facilitate an understanding of our results of operations for the periods presented. The fund returns information reflected in this discussion and analysis is not indicative of the financial performance of Blackstone and is also not necessarily indicative of the future performance of any particular fund. An investment in Blackstone is not an investment in any of our funds. There can be no assurance that any of our funds or our other existing and future funds will achieve similar returns.

The following table presents the internal rates of return, except where noted, of our significant real estate funds:

	Three Months Ended September 30,				Nine Months Ended September 30,				September 30, 2020 Inception to Date			
	2020		2019		2020		2019		Realized		Total	
Fund (a)	**Gross**	**Net**	**Gross**	**Net**	**Gross**	**Net**	**Gross**	**Net**	**Gross**	**Net**	**Gross**	**Net**
BREP IV	16%	19%	14%	12%	-30%	-27%	65%	43%	48%	28%	22%	12%
BREP V	22%	16%	-7%	-6%	-27%	-21%	9%	6%	15%	12%	14%	11%
BREP VI	11%	9%	9%	8%	-14%	-12%	24%	21%	18%	13%	17%	13%
BREP VII	-	-	2%	2%	-22%	-20%	13%	10%	30%	22%	21%	14%
BREP VIII	9%	7%	5%	4%	5%	4%	12%	9%	36%	26%	20%	14%
BREP IX	12%	8%	N/M	N/M	22%	12%	N/M	N/M	N/M	N/M	31%	16%
BREP Europe III (b)	-7%	-6%	-3%	-3%	-9%	-8%	-2%	-3%	30%	20%	22%	14%
BREP Europe IV (b)	-1%	-1%	5%	4%	-15%	-13%	10%	8%	31%	22%	21%	15%
BREP Europe V (b)	7%	5%	5%	3%	-1%	-2%	15%	11%	66%	50%	15%	10%
BREP Europe VI (b)	3%	-	N/A	N/A	1%	-11%	N/A	N/A	N/A	N/A	1%	-12%
BREP Asia I	5%	4%	4%	3%	-11%	-10%	14%	11%	28%	20%	18%	12%
BREP Asia II	4%	2%	4%	2%	-1%	-4%	17%	10%	68%	44%	10%	2%
BREP Co-Investment (c)	12%	12%	6%	5%	27%	26%	35%	31%	17%	15%	18%	16%
BPP (d)	2%	2%	2%	2%	2%	1%	6%	5%	N/M	N/M	10%	8%
BREDS High-Yield (e)	6%	4%	4%	3%	-2%	-4%	12%	9%	15%	11%	14%	10%
BREDS High-Grade (e)	3%	2%	2%	2%	-	-1%	6%	5%	8%	6%	5%	4%
BREDS Liquid (f)	5%	5%	2%	2%	-15%	-15%	11%	9%	N/A	N/A	9%	6%
BXMT (g)	N/A	-6%	N/A	3%	N/A	-36%	N/A	19%	N/A	N/A	N/A	6%
BREIT (h)	N/A	6%	N/A	4%	N/A	2%	N/A	10%	N/A	N/A	N/A	8%

The returns presented herein represent those of the applicable Blackstone Funds and not those of Blackstone.

N/M Not meaningful generally due to the limited time since initial investment.

N/A Not applicable.

(a) Net returns are based on the change in carrying value (realized and unrealized) after management fees, expenses and Performance Revenues.

(b) Euro-based internal rates of return.

(c) BREP Co-Investment represents co-investment capital raised for various BREP investments. The Net IRR reflected is calculated by aggregating each co-investment's realized proceeds and unrealized value, as applicable, after management fees, expenses and Performance Revenues.

(d) BPP represents the core+ real estate funds which invest with a more modest risk profile and lower leverage.

(e) BREDS High-Yield represents the flagship real estate debt drawdown funds and excludes the BREDS High-Grade drawdown fund, which has a different risk-return profile. Inception to date returns are from July 1, 2009 and July 1, 2017 for BREDS High-Yield and BREDS High-Grade, respectively.

(f) BREDS Liquid represents BREDS funds that invest in liquid real estate debt securities, except funds in liquidation and insurance mandates with specific investment objectives. The returns presented represent summarized asset-weighted gross and net rates of return from August 1, 2008. Inception to Date returns are presented on an annualized basis.

(g) Reflects annualized return of a shareholder invested in BXMT as of the beginning of each period presented, assuming reinvestment of all dividends received during the period, and net of all fees and expenses incurred by BXMT. Return incorporates the closing NYSE stock price as of each period end. Inception to date returns are from May 22, 2013.

(h) Effective September 30, 2019, the BREIT return reflects a per share blended return for each respective period, assuming BREIT had a single share class, reinvestment of all dividends received during the period, and no upfront selling commission, net of all fees and expenses incurred by BREIT. These returns are not representative of the returns experienced by any particular investor or share class. Inception to date returns are presented on an annualized basis and are from January 1, 2017. Prior periods have been updated to reflect BREIT's per share blended return. The BREIT returns presented in filings prior to September 30, 2019 were for BREIT's Class S investors.

Funds With Closed Investment Periods

Real Estate segment has eleven funds with closed investment periods as of September 30, 2020: BREP VIII, BREP VII, BREP VI, BREP V, BREP IV, BREP Europe V, BREP Europe IV, BREP Europe Ill, BREP Asia, BREDS Ill and BREDS II. As of September 30, 2020, BREP VII, BREP VI, BREP V, BREP IV, BREP Europe IV, BREP Europe Ill and BREDS II were above their carried interest thresholds and would still be above their carried interest thresholds even if all remaining investments were valued at zero. BREP VIII, BREP Europe V, BREP Asia and BREDS III are currently above their carried interest thresholds.

Private Equity

The following table presents the results of operations for our Private Equity segment:

	Three Months Ended September 30,		2020 vs. 2019		Nine Months Ended September 30,		2020 vs. 2019	
	2020	2019	$	%	2020	2019	$	%
	(Dollars in Thousands)							
Management and Advisory Fees, Net								
Base Management Fees	$ 352,866	$ 252,510	$ 100,356	40%	$ 874,910	$ 737,066	$ 137,844	19%
Transaction, Advisory and Other Fees, Net	11,571	14,657	(3,086)	-21%	42,505	83,474	(40,969)	-49%
Management Fee Offsets	(16,264)	(11,889)	(4,375)	37%	(33,510)	(34,563)	1,053	-3%
Total Management and Advisory Fees, Net	348,173	255,278	92,895	36%	883,905	785,977	97,928	12%
Fee Related Compensation	(119,301)	(105,773)	(13,528)	13%	(322,494)	(318,467)	(4,027)	1%
Other Operating Expenses	(45,702)	(38,235)	(7,467)	20%	(131,530)	(112,865)	(18,665)	17%
Fee Related Earnings	183,170	111,270	71,900	65%	429,881	354,645	75,236	21%
Realized Performance Revenues	295,239	124,231	171,008	138%	471,828	403,737	68,091	17%
Realized Performance Compensation	(112,713)	(52,034)	(60,679)	117%	(192,372)	(154,671)	(37,701)	24%
Realized Principal Investment Income	10,248	11,977	(1,729)	-14%	38,011	80,022	(42,011)	-52%
Net Realizations	192,774	84,174	108,600	129%	317,467	329,088	(11,621)	-4%
Segment Distributable Earnings	$ 375,944	$ 195,444	$ 180,500	92%	$ 747,348	$ 683,733	$ 63,615	9%

N/M Not meaningful.

Three Months Ended September 30, 2020 Compared to Three Months Ended September 30, 2019

Segment Distributable Earnings were $375.9 million for the three months ended September 30, 2020, an increase of $180.5 million, compared to $195.4 million for the three months ended September 30, 2019. The increase in Segment Distributable Earnings was primarily attributable to increases of $71.9 million in Fee Related Earnings and $108.6 million in Net Realizations.

Segment Distributable Earnings in our Private Equity segment in the third quarter of 2020 were higher compared to the third quarter of 2019. This was primarily driven by an increase in Net Realizations due to higher Realized Performance Revenue, partially offset by an increase in Realized Performance Compensation. The third quarter of 2020 was characterized by continued market rebounds across many asset classes. However, the ongoing COVID-19 pandemic and related shutdowns or limitations in the operations of certain non-essential businesses have continued to cause disruption in the U.S. and global economies, and certain investments in our private equity portfolio, such as those in the travel, leisure and events sectors, have experienced material reductions in value and could continue to be adversely impacted. Following a more muted period since the onset of the COVID-19 pandemic, the continuing market recovery in the third quarter of 2020 has contributed to renewed momentum in capital deployment, realization and fundraising activity, although the resurgence in COVID-19 infection levels in certain geographies and a potential resulting market downturn may pose material risks. These risks potentially create additional pressure for certain of our portfolio companies' liquidity needs and their ability to meet financial obligations. In addition, to the extent the rate of global growth in certain sectors further decelerates, this may contribute to a more challenging operating environment for our portfolio companies. Furthermore, the economic recovery is likely to continue to be gradual, uneven and characterized by meaningful dispersion across sectors and regions, with uncertainty regarding its ultimate length and trajectory. For example, the recovery to date has been more pronounced in the U.S. than in the European Union.

In energy, oil prices have stabilized since the significant declines experienced in the first quarter of 2020. Nonetheless, weakened market fundamentals continue to pose challenges, particularly in upstream energy, which represents 3% of the Private Equity segment's investment portfolio and less than 2% of Blackstone's aggregate investment portfolio. An increased focus on energy sustainability, including potential alternatives to fossil fuels, has also exacerbated the impact of such weakened market fundamentals. The persistence of these weakened market fundamentals would further negatively impact the performance of certain investments in our energy and corporate private equity funds. In addition, factors such as the imposition of tariffs and overall uncertainty regarding trade policy, create challenges to increasing or maintaining profit margins for U.S. companies, particularly in the industrials and retail sectors. In that connection, adverse trade developments put pressure on our ability to increase profit margins at our U.S. portfolio companies through operational initiatives. See "Part II. Item 1A. Risk Factors — The global outbreak of the novel coronavirus, or COVID-19, has caused severe disruptions in the U.S. and global economies and is adversely impacting, and may continue to adversely impact, our performance and results of operations." in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020 and the market and economic conditions risk factors in our Annual Report on Form 10-K for the year ended December 31, 2019.

Fee Related Earnings

Fee Related Earnings were $183.2 million for the three months ended September 30, 2020, an increase of $71.9 million, or 65%, compared to $111.3 million for the three months ended September 30, 2019. The increase in Fee Related Earnings was primarily attributable to an increase of $92.9 million in Management and Advisory Fees, Net, partially offset by increases of $13.5 million in Fee Related Compensation and $7.5 million in Other Operating Expenses.

Management and Advisory Fees, Net were $348.2 million for the three months ended September 30, 2020, an increase of $92.9 million, compared to $255.3 million for the three months ended September 30, 2019, primarily driven by an increase in Base Management Fees. Base Management Fees increased $100.4 million primarily due to the end of BCP VIII, BEP III and BXLS V's fee holidays during the three months ended September 30, 2020.

Fee Related Compensation was $119.3 million for the three months ended September 30, 2020, an increase of $13.5 million, compared to $105.8 million for the three months ended September 30, 2019. The increase was primarily due to an increase in Management and Advisory Fees, Net on which a portion of Fee Related Compensation is based.

Other Operating Expenses were $45.7 million for the three months ended September 30, 2020, an increase of $7.5 million, compared to $38.2 million for the three months ended September 30, 2019. The increase was primarily due to growth in our BIP, Tactical Opportunities and BXLS businesses, partially offset by less travel and entertainment expenses in the three months ended September 30, 2020 due to COVID-19.

Net Realizations

Net Realizations were $192.8 million for the three months ended September 30, 2020, an increase of $108.6 million, or 129%, compared to $84.2 million for the three months ended September 30, 2019. The increase in Net Realizations was primarily attributable to increases of $171.0 million in Realized Performance Revenues, partially offset by an increase of $60.7 million in Realized Performance Compensation.

Realized Performance Revenues were $295.2 million for the three months ended September 30, 2020, an increase of $171.0 million, compared to $124.2 million for the three months ended September 30, 2019. The increase was primarily due to higher Realized Performance Revenues in corporate private equity.

Realized Performance Compensation was $112.7 million for the three months ended September 30, 2020, an increase of $60.7 million, compared to $52.0 million for the three months ended September 30, 2019. The increase was primarily due to the increase in Realized Performance Revenues.

Nine Months Ended September 30, 2020 Compared to Nine Months Ended September 30, 2019

Segment Distributable Earnings were $747.3 million for the nine months ended September 30, 2020, an increase of $63.6 million, compared to $683.7 million for the nine months ended September 30, 2019. The increase in Segment Distributable Earnings was primarily attributable to an increase of $75.2 million in Fee Related Earnings, partially offset by a decrease of $11.6 million in Net Realizations.

Fee Related Earnings

Fee Related Earnings were $429.9 million for the nine months ended September 30, 2020, an increase of $75.2 million, or 21%, compared to $354.6 million for the nine months ended September 30, 2019. The increase in Fee Related Earnings was primarily attributable to an increase of $97.9 million in Management and Advisory Fees, Net, partially offset by increases of $18.7 million in Other Operating Expenses and $4.0 million in Fee Related Compensation.

Management and Advisory Fees, Net were $883.9 million for the nine months ended September 30, 2020, an increase of $97.9 million, compared to $786.0 million for the nine months ended September 30, 2019, primarily driven by an increase in Base Management Fees, offset by a decrease in Transaction, Advisory and Other Fees, Net. Base Management Fees increased $137.8 million primarily due to the end of BCP VIII, BEP III and BXLS V's fee holidays during the three months ended September 30, 2020 and a full nine months of Base Management Fees from Strategic Partners VIII. Transaction, Advisory and Other Fees, Net decreased $41.0 million primarily due to decreases in BIP and BXCM.

The annualized Base Management Fee Rate decreased from 1.09% at September 30, 2019 to 0.96% at September 30, 2020. The decrease was principally due to BCP VIII, BEP III and BXLS V, each of which commenced its investment period in the first quarter of 2020 and had a fee holiday during the first six months of 2020.

Other Operating Expenses were $131.5 million for the nine months ended September 30, 2020, an increase of $18.7 million, compared to $112.9 million for the nine months ended September 30, 2019. The increase was primarily due to growth in our BIP, Tactical Opportunities and BXLS businesses, partially offset by less travel and entertainment expenses in the three months ended September 30, 2020 due to COVID-19.

Fee Related Compensation was $322.5 million for the nine months ended September 30, 2020, an increase of $4.0 million, compared to $318.5 million for the nine months ended September 30, 2019. The increase was primarily due to higher fee related compensation in Tactical Opportunities, BXLS and BIP.

Net Realizations

Net Realizations were $317.5 million for the nine months ended September 30, 2020, a decrease of $11.6 million, compared to $329.1 million for the nine months ended September 30, 2019. The decrease in Net Realizations was primarily attributable to a decrease of $42.0 million in Realized Principal Investment Income and an increase of $37.7 million in Realized Performance Compensation, partially offset by an increase of $68.1 million in Realized Performance Revenues.

Realized Principal Investment Income was $38.0 million for the nine months ended September 30, 2020, a decrease of $42.0 million, compared to $80.0 million for the nine months ended September 30, 2019. The decrease was primarily due to a decrease of Realized Principal Investment Income in corporate private equity.

Realized Performance Compensation was $192.4 million for the nine months ended September 30, 2020, an increase of $37.7 million, compared to $154.7 million for the nine months ended September 30, 2019. The increase was primarily due to the increase in Realized Performance Revenues.

Realized Performance Revenues were $471.8 million for the nine months ended September 30, 2020, an increase of $68.1 million, compared to $403.7 million for the nine months ended September 30, 2019. The increase was primarily due to higher Realized Performance Revenues in corporate private equity.

Fund Returns

Fund returns information for our significant funds is included throughout this discussion and analysis to facilitate an understanding of our results of operations for the periods presented. The fund returns information reflected in this discussion and analysis is not indicative of the financial performance of Blackstone and is also not necessarily indicative of the future performance of any particular fund. An investment in Blackstone is not an investment in any of our funds. There can be no assurance that any of our funds or our other existing and future funds will achieve similar returns.

The following table presents the internal rates of return of our significant private equity funds:

	Three Months Ended September 30,				Nine Months Ended September 30,				September 30, 2020 Inception to Date			
	2020		2019		2020		2019		Realized		Total	
Fund (a)	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net
BCP IV	-1%	-2%	1%	1%	-12%	-13%	56%	42%	50%	36%	50%	36%
BCP V	26%	10%	-2%	-1%	7%	2%	-9%	-2%	10%	8%	10%	8%
BCP VI	22%	19%	-	-	9%	7%	4%	3%	23%	18%	17%	12%
BCP VII	7%	6%	7%	6%	-	-1%	18%	13%	67%	48%	20%	12%
BCP Asia	25%	19%	5%	2%	30%	22%	30%	15%	283%	159%	49%	28%
BEP I	2%	1%	-1%	-1%	-22%	-19%	13%	11%	19%	15%	13%	10%
BEP II	5%	4%	-2%	-	-33%	-34%	-4%	-3%	81%	58%	-7%	-12%
BCOM	4%	4%	-4%	-5%	-8%	-9%	-24%	-24%	13%	6%	13%	6%
BCEP (b)	19%	17%	4%	3%	17%	15%	17%	15%	48%	36%	20%	17%
BIP	1%	-2%	N/M	N/M	-8%	-11%	N/M	N/M	N/A	N/A	-5%	-10%
Clarus IV	-	-1%	15%	10%	2%	-	45%	29%	25%	13%	28%	14%
Tactical Opportunities	13%	12%	1%	-	3%	1%	6%	2%	22%	17%	13%	9%
Tactical Opportunities Co-Investment and Other	7%	6%	1%	1%	6%	2%	5%	5%	23%	19%	17%	15%
Strategic Partners I-V (c)	-11%	-12%	6%	5%	-8%	-9%	-1%	-2%	N/A	N/A	16%	13%
Strategic Partners VI (c)	-13%	-13%	2%	1%	-14%	-14%	-2%	-3%	N/A	N/A	18%	13%
Strategic Partners VII (c)	-16%	-15%	6%	5%	-13%	-13%	9%	7%	N/A	N/A	17%	12%
Strategic Partners RA II (c)	-2%	-2%	7%	6%	5%	4%	18%	16%	N/A	N/A	18%	13%
Strategic Partners VIII (c)	-17%	-17%	N/M	N/M	-7%	-10%	N/M	N/M	N/A	N/A	30%	17%
Strategic Partners RE, SMA and Other (c)	-9%	-11%	8%	8%	-2%	-5%	14%	14%	N/A	N/A	15%	11%

The returns presented herein represent those of the applicable Blackstone Funds and not those of Blackstone.

N/M Not meaningful generally due to the limited time since initial investment.
N/A Not applicable.
(a) Net returns are based on the change in carrying value (realized and unrealized) after management fees, expenses and Performance Revenues.
(b) BCEP is a core private equity fund which invests with a more modest risk profile and longer hold period than traditional private equity.
(c) Realizations are treated as return of capital until fully recovered and therefore inception to date realized returns are not applicable. If information is not available on a timely basis, returns are calculated from results that are reported on a three month lag and therefore do not include the impact of economic and market activities in the quarter in which such events occur.

Funds With Closed Investment Periods

The corporate private equity funds within the Private Equity segment have seven funds with closed investment periods: BCP IV, BCP V, BCP VI, BCP VII, BCOM, BEP I and BEP II. As of September 30, 2020, BCP IV was above its carried interest threshold (i.e., the preferred return payable to its limited partners before the general partner is eligible to receive carried interest) and would still be above its carried interest threshold even if all remaining investments were valued at zero. BCP V is comprised of two fund classes based on the timings of fund closings, the BCP V "main fund" and BCP V-AC fund. Within these fund classes, the general partner is subject to equalization such that (a) the general partner accrues carried interest when the respective carried interest for either fund class is positive and (b) the general partner realizes carried interest so long as clawback obligations, if any, for either of the respective fund classes are fully satisfied. During the quarter, BCP V is currently below its carried interest threshold, while BCP V-AC is above its carried interest threshold. BCP VI, BCP VII, BCOM and BEP I are currently above their respective carried interest thresholds. We are entitled to retain previously realized carried interest up to 20% of BCOM's net gains. As a result, Performance Revenues are recognized from BCOM on current period gains and losses. BEP II is currently below its carried interest threshold.

Hedge Fund Solutions

The following table presents the results of operations for our Hedge Fund Solutions segment:

	Three Months Ended September 30,		2020 vs. 2019		Nine Months Ended September 30,		2020 vs. 2019	
	2020	2019	$	%	2020	2019	$	%
	(Dollars in Thousands)							
Management Fees, Net								
Base Management Fees	$ 146,082	$ 140,694	$ 5,388	4%	$ 431,193	$ 415,012	$ 16,181	4%
Transaction and Other Fees, Net	1,255	691	564	82%	2,872	1,732	1,140	66%
Management Fee Offsets	(22)	(18)	(4)	22%	(60)	(18)	(42)	233%
Total Management Fees, Net	147,315	141,367	5,948	4%	434,005	416,726	17,279	4%
Fee Related Compensation	(41,405)	(38,898)	(2,507)	6%	(127,949)	(118,474)	(9,475)	8%
Other Operating Expenses	(19,652)	(20,495)	843	-4%	(56,126)	(59,492)	3,366	-6%
Fee Related Earnings	86,258	81,974	4,284	5%	249,930	238,760	11,170	5%
Realized Performance Revenues	5,618	1,848	3,770	204%	8,867	17,899	(9,032)	-50%
Realized Performance Compensation	(1,257)	(1,000)	(257)	26%	(2,202)	(4,588)	2,386	-52%
Realized Principal Investment Income (Loss)	(150)	1,480	(1,630)	N/M	(1,090)	13,503	(14,593)	N/M
Net Realizations	4,211	2,328	1,883	81%	5,575	26,814	(21,239)	-79%
Segment Distributable Earnings	$ 90,469	$ 84,302	$ 6,167	7%	$ 255,505	$ 265,574	$ (10,069)	-4%

N/M Not meaningful.

Three Months Ended September 30, 2020 Compared to Three Months Ended September 30, 2019

Segment Distributable Earnings were $90.5 million for the three months ended September 30, 2020, an increase of $6.2 million, compared to $84.3 million for the three months ended September 30, 2019. The increase in Segment Distributable Earnings was primarily attributable to increases of $4.3 million in Fee Related Earnings and of $1.9 million in Net Realizations.

Segment Distributable Earnings in our Hedge Fund Solutions segment in the third quarter of 2020 were higher compared to the third quarter of 2019. This increase was primarily driven by increased Net Realizations due to increases in Fee Related Earnings and Net Realizations. Notwithstanding that the ongoing COVID-19 pandemic and related shutdowns or limitations in the operations of certain non-essential businesses have continued to cause disruption in the U.S. and global economies, the third quarter of 2020 was characterized by continued market rebounds across many asset classes, and our Hedge Fund Solutions segment has largely recovered from the losses in composite returns experienced in the first quarter of 2020. The resurgence in COVID-19 infection levels in certain geographies and a potential resulting market downturn, however, may pose material risks to our Hedge Fund Solutions segment, including by potentially causing investors to seek liquidity in the form of redemptions from our funds and adversely impacting Incentive Fees. We have not, however, experienced a period of significant dislocation since the first quarter of 2020, during which the liquidity of certain assets traded in the credit markets was limited. Nonetheless, another period of such dislocation would impact the value of certain assets held by our funds, such funds' ability to sell such assets at attractive prices or in a timely manner in order to avoid losses and the likelihood of margin calls from credit providers. In addition, given continuing market uncertainty, we expect fundraising in our Hedge Fund Solutions segment in the near term to continue, but at a slower pace, which may result in a delay in management fees. Furthermore, the economic recovery is likely to continue to be gradual, uneven and characterized by meaningful dispersion across sectors and regions, with uncertainty regarding its ultimate length and trajectory. A continuing market recovery, however, could contribute to increased momentum in the longer term.

In an equity market environment that generally has been characterized by relatively low volatility, investors may choose to reallocate capital away from traditional hedge fund strategies. Our Hedge Fund Solutions segment operates multiple business lines, manages strategies that are both long and short asset classes and generates a majority of its revenue through management fees. In that regard, the segment's revenues will depend in part on our ability to successfully grow such existing diverse business lines and strategies, and identify new ones to meet evolving investor appetites. Over time we expect an increasing change in the mix of our product offerings to products whose performance-based fees represent a more significant proportion of the fees than has historically been the case for such products. See "Part II. Item 1A. Risk Factors — The global outbreak of the novel coronavirus, or COVID-19, has caused severe disruptions in the U.S. and global economies and is adversely impacting, and may continue to adversely impact, our performance and results of operations." in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020 and "Part I. Item 1A. Risk Factors — Risks Related to Our Business — Hedge fund investments are subject to numerous additional risks." and the market and economic conditions risk factors in our Annual Report on Form 10-K for the year ended December 31, 2019.

Fee Related Earnings

Fee Related Earnings were $86.3 million for the three months ended September 30, 2020, an increase of $4.3 million, compared to $82.0 million for the three months ended September 30, 2019. The increase in Fee Related Earnings was primarily attributable to an increase of $5.9 million in Management Fees, Net, partially offset by an increase of $2.5 million in Fee Related Compensation.

Management Fees, Net were $147.3 million for the three months ended September 30, 2020, an increase of $5.9 million, compared to $141.4 million for the three months ended September 30, 2019, primarily driven by an increase in Base Management Fees. Base Management Fees increased $5.4 million primarily driven by Fee-Earning Assets Under Management growth in our individual investor and specialized solutions platform.

Fee Related Compensation was $41.4 million for the three months ended September 30, 2020, an increase of $2.5 million, compared to $38.9 million for the three months ended September 30, 2019. The increase was primarily due to an increase in Management Fees, Net, on which a portion of Fee Related Compensation is based.

Net Realizations

Net Realizations were $4.2 million for the three months ended September 30, 2020, an increase of $1.9 million, or 81%, compared to $2.3 million for the three months ended September 30, 2019. The increase in Net Realizations was primarily attributable to an increase of $3.8 million in Realized Performance Revenues, partially offset by a decrease of $1.6 million in Realized Principal Investment Income (Loss).

Realized Performance Revenues were $5.6 million for the three months ended September 30, 2020, an increase of $3.8 million, compared to $1.8 million for the three months ended September 30, 2019. The increase was primarily driven by incentive crystallization in our individual investor and specialized solutions platform.

Realized Principal Investment Income (Loss) was $(0.2) million for the three months ended September 30, 2020, a decrease of $1.6 million, compared to $1.5 million for the three months ended September 30, 2019. The decrease was primarily due to the realized losses on our corporate treasury investments allocated to the segment.

Nine Months Ended September 30, 2020 Compared to Nine Months Ended September 30, 2019

Segment Distributable Earnings were $255.5 million for the nine months ended September 30, 2020, a decrease of $10.1 million, compared to $265.6 million for the nine months ended September 30, 2019. The decrease in Segment Distributable Earnings was primarily attributable to a decrease of $21.2 million in Net Realizations, partially offset by an increase of $11.2 million in Fee Related Earnings.

Fee Related Earnings

Fee Related Earnings were $249.9 million for the nine months ended September 30, 2020, an increase of $11.2 million, compared to $238.8 million for the nine months ended September 30, 2019. The increase in Fee Related Earnings was primarily attributable to an increase of $17.3 million in Management Fees, Net, partially offset by an increase of $9.5 million in Fee Related Compensation.

Management Fees, Net were $434.0 million for the nine months ended September 30, 2020, an increase of $17.3 million, compared to $416.7 million for the nine months ended September 30, 2019, primarily driven by an increase in Base Management Fees. Base Management Fees increased $16.2 million primarily driven by Fee-Earning Assets Under Management growth in our individual investor and specialized solutions platform.

Fee Related Compensation was $127.9 million for the nine months ended September 30, 2020, an increase of $9.5 million, compared to $118.5 million for the nine months ended September 30, 2019. The increase was primarily due to an increase in Management Fees, Net, on which a portion of Fee Related Compensation is based.

Net Realizations

Net Realizations were $5.6 million for the nine months ended September 30, 2020, a decrease of $21.2 million, compared to $26.8 million for the nine months ended September 30, 2019. The decrease in Net Realizations was primarily attributable to decreases of $14.6 million in Realized Principal Investment Income (Loss) and $9.0 million in Realized Performance Revenues.

Realized Principal Investment Income (Loss) was $(1.1) million for the nine months ended September 30, 2020, a decrease of $14.6 million, compared to $13.5 million for the nine months ended September 30, 2019. The decrease was primarily due to the realized losses on our corporate treasury investments allocated to the segment.

Realized Performance Revenues were $8.9 million for the nine months ended September 30, 2020, a decrease of $9.0 million, compared to $17.9 million for the nine months ended September 30, 2019. The decrease was primarily driven by lower returns in customized solutions compared to the nine months ended September 30, 2019.

Operating Metrics

The following table presents information regarding our Invested Performance Eligible Assets Under Management:

	Invested Performance Eligible Assets Under Management		Estimated % Above High Water Mark/ Benchmark (a)	
	As of September 30,		As of September 30,	
	2020	2019	2020	2019
	(Dollars in Thousands)			
Hedge Fund Solutions Managed Funds (b)	$ 45,664,704	$ 43,901,366	38%	75%

(a) Estimated % Above High Water Mark/Benchmark represents the percentage of Invested Performance Eligible Assets Under Management that as of the dates presented would earn performance fees when the applicable Hedge Fund Solutions managed fund has positive investment performance relative to a benchmark, where applicable. Incremental positive performance in the applicable Blackstone Funds may cause additional assets to reach their respective High Water Mark or clear a benchmark return, thereby resulting in an increase in Estimated % Above High Water Mark/Benchmark.

(b) For the Hedge Fund Solutions managed funds, at September 30, 2020, the incremental appreciation needed for the 62% of Invested Performance Eligible Assets Under Management below their respective High Water Marks/Benchmarks to reach their respective High Water Marks/Benchmarks was $1.4 billion, an increase of $915.8 million, compared to $439.3 million at September 30, 2019. Of the Invested Performance Eligible Assets Under Management below their respective High Water Marks/Benchmarks as of September 30, 2020, 61% were within 5% of reaching their respective High Water Mark.

Composite Returns

Composite returns information is included throughout this discussion and analysis to facilitate an understanding of our results of operations for the periods presented. The composite returns information reflected in this discussion and analysis is not indicative of the financial performance of Blackstone and is also not necessarily indicative of the future results of any particular fund or composite. An investment in Blackstone is not an investment in any of our funds or composites. There can be no assurance that any of our funds or composites or our other existing and future funds or composites will achieve similar returns.

The following table presents the return information of the BAAM Principal Solutions Composite:

	Three Months Ended September 30,				Nine Months Ended September 30,				Average Annual Returns (a) Periods Ended September 30, 2020							
	2020		2019		2020		2019		One Year		Three Year		Five Year		Historical	
Composite	**Gross**	**Net**	**Gross**	**Net**	**Gross**	**Net**	**Gross**	**Net**	**Gross**	**Net**	**Gross**	**Net**	**Gross**	**Net**	**Gross**	**Net**
BAAM Principal Solutions Composite (b)	3%	3%	-	-	-	-1%	6%	5%	2%	1%	4%	3%	4%	4%	7%	6%

The returns presented herein represent those of the applicable Blackstone Funds and not those of Blackstone.

(a) Composite returns present a summarized asset-weighted return measure to evaluate the overall performance of the applicable class of Blackstone Funds.

(b) BAAM's Principal Solutions ("BPS") Composite covers the period from January 2000 to present, although BAAM's inception date is September 1990. The BPS Composite includes only BAAM-managed commingled and customized multi-manager funds and accounts. None of the other platforms/strategies managed through the Blackstone Hedge Fund Solutions Group are included in the composite (except for investments by BPS funds/accounts directly into those platforms/strategies). BAAM-managed funds in liquidation and non-fee-paying assets (in the case of net returns) are excluded from the composite. The funds/accounts that comprise the BPS Composite are not managed within a single fund or account and are managed with different mandates. There is no guarantee that BAAM would have made the same mix of investments in a standalone fund/account. The BPS Composite is not an investible product and, as such, the performance of the BPS Composite does not represent the performance of an actual fund or account. The historical return is from January 1, 2000.

Credit & Insurance

The following table presents the results of operations for our Credit & Insurance segment:

	Three Months Ended September 30, 2020	Three Months Ended September 30, 2019	2020 vs. 2019 $	2020 vs. 2019 %	Nine Months Ended September 30, 2020	Nine Months Ended September 30, 2019	2020 vs. 2019 $	2020 vs. 2019 %
			(Dollars in Thousands)					
Management Fees, Net								
Base Management Fees	$ 152,037	$ 149,746	$ 2,291	2%	$ 442,930	$ 437,824	$ 5,106	1%
Transaction and Other Fees, Net	3,338	3,969	(631)	-16%	14,681	12,855	1,826	14%
Management Fee Offsets	(2,233)	(2,544)	311	-12%	(8,019)	(9,164)	1,145	-12%
Total Management Fees, Net	153,142	151,171	1,971	1%	449,592	441,515	8,077	2%
Fee Related Performance Revenues	9,623	3,625	5,998	165%	26,066	7,280	18,786	258%
Fee Related Compensation	(61,585)	(52,980)	(8,605)	16%	(188,080)	(165,964)	(22,116)	13%
Other Operating Expenses	(43,293)	(41,724)	(1,569)	4%	(118,458)	(114,429)	(4,029)	4%
Fee Related Earnings	57,887	60,092	(2,205)	-4%	169,120	168,402	718	-
Realized Performance Revenues	225	12,382	(12,157)	-98%	11,868	29,225	(17,357)	-59%
Realized Performance Compensation	(417)	(5,292)	4,875	-92%	(2,963)	(12,131)	9,168	-76%
Realized Principal Investment Income	840	4,723	(3,883)	-82%	4,372	28,831	(24,459)	-85%
Net Realizations	648	11,813	(11,165)	-95%	13,277	45,925	(32,648)	-71%
Segment Distributable Earnings	$ 58,535	$ 71,905	$ (13,370)	-19%	$ 182,397	$ 214,327	$ (31,930)	-15%

N/M Not meaningful.

Three Months Ended September 30, 2020 Compared to Three Months Ended September 30, 2019

Segment Distributable Earnings were $58.5 million for the three months ended September 30, 2020, a decrease of $13.4 million, compared to $71.9 million for the three months ended September 30, 2019. The decrease in Segment Distributable Earnings was primarily attributable to decreases of $2.2 million in Fee Related Earnings and $11.2 million in Net Realizations.

Segment Distributable Earnings in our Credit & Insurance segment in the third quarter of 2020 were lower compared to the third quarter of 2019, driven by lower Net Realizations due to lower Realized Performance Revenues and Realized Principal Investment Income. The third quarter of 2020 was characterized by continued market rebounds across many asset classes, and our Credit & Insurance segment has largely recovered from the losses in composite returns experienced in the first quarter of 2020. However, the ongoing COVID-19 pandemic and related shutdowns or limitations in the operations of certain non-essential businesses have continued to cause disruption in the U.S. and global economies, and the COVID-19 pandemic has adversely impacted and could continue to adversely impact the performance of our Credit & Insurance segment. Following a more muted period since the onset of the COVID-19 pandemic, the continuing market recovery in the third quarter of 2020 has contributed to renewed momentum in capital deployment, realization and fundraising activity, although the resurgence in COVID-19 infection levels in certain geographies and a potential resulting market downturn may pose material risks. These risks potentially create additional pressure for borrowers with respect to their ability to meet their debt payment obligations or increase their focus on deleveraging. Our Credit & Insurance funds have, however, continued to actively manage their portfolios in order to limit downside and protect capital. Further, we have not experienced a period of significant dislocation since the first quarter of 2020, during which the liquidity of certain assets traded in the credit markets was limited. Nonetheless, another period of such dislocation would impact the value of certain assets held by our funds and such funds' ability to sell such assets at attractive prices or in a timely manner, each of which would adversely impact performance revenues in our Credit & Insurance segment. Furthermore, the economic recovery is likely to continue to be gradual, uneven and characterized by meaningful dispersion across sectors and regions, with uncertainty regarding its ultimate length and trajectory. For example, the recovery to date has been more pronounced in the U.S. than in the European Union.

In energy, oil prices have stabilized since the significant declines experienced in the first quarter of 2020. Nonetheless, weakened market fundamentals continue to pose challenges, particularly in upstream energy, which represents 3% of the Credit & Insurance segment’s investment portfolio and less than 2% of Blackstone’s aggregate investment portfolio. An increased focus on energy sustainability, including potential alternatives to fossil fuels, has also exacerbated the impact of such weakened market fundamentals. The persistence of these weakened market fundamentals in the energy sector or in the credit markets more broadly would further negatively impact the performance of certain investments in our credit funds. See “Part II. Item 1A. Risk Factors — The global outbreak of the novel coronavirus, or COVID-19, has caused severe disruptions in the U.S. and global economies and is adversely impacting, and may continue to adversely impact, our performance and results of operations.” in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020 and the market and economic conditions risk factors in our Annual Report on Form 10-K for the year ended December 31, 2019.

Fee Related Earnings

Fee Related Earnings were $57.9 million for the three months ended September 30, 2020, a decrease of $2.2 million, compared to $60.1 million for the three months ended September 30, 2019. The decrease in Fee Related Earnings was primarily attributable to an increase of $8.6 million in Fee Related Compensation, partially offset by an increase of $6.0 million in Fee Related Performance Revenues.

Fee Related Compensation was $61.6 million for the three months ended September 30, 2020, an increase of $8.6 million, compared to $53.0 million for the three months ended September 30, 2019. The increase was primarily due to increases in Fee Related Performance Revenues and Management Fees, Net, on which a portion of Fee Related Compensation is based as well as changes in compensation accruals.

Fee Related Performance Revenues were $9.6 million for the three months ended September 30, 2020, an increase of $6.0 million, compared to $3.6 million for the three months ended September 30, 2019. The increase was primarily due to performance and growth in assets in our BDC.

Net Realizations

Net Realizations were $0.6 million for the three months ended September 30, 2020, a decrease of $11.2 million, compared to $11.8 million for the three months ended September 30, 2019. The decrease in Net Realizations was primarily attributable to decreases of $12.2 million in Realized Performance Revenues and $3.9 million in Realized Principal Investment Income, partially offset by a decrease of $4.9 million in Realized Performance Compensation.

Realized Performance Revenues were $0.2 million for the three months ended September 30, 2020, a decrease of $12.2 million, compared to $12.4 million for the three months ended September 30, 2019. The decrease was primarily attributable to a decrease in realized carry compared to the three months ended September 30, 2019.

Realized Principal Investment Income was $0.8 million for the three months ended September 30, 2020, a decrease of $3.9 million, compared to $4.7 million for the three months ended September 30, 2019. The decrease was primarily due to higher realized gains in our corporate treasury investments in the three months ended September 30, 2019 compared to the three months ended September 30, 2020.

Realized Performance Compensation was $0.4 million for the three months ended September 30, 2020, a decrease of $4.9 million, compared to $5.3 million for the three months ended September 30, 2019. The decrease was primarily due to the decrease in Realized Performance Revenues.

Nine Months Ended September 30, 2020 Compared to Nine Months Ended September 30, 2019

Segment Distributable Earnings were $182.4 million for the nine months ended September 30, 2020, a decrease of $31.9 million, compared to $214.3 million for the nine months ended September 30, 2019. The decrease in Segment Distributable Earnings was primarily attributable to a decrease of $32.6 million in Net Realizations, partially offset by an increase of $0.7 million in Fee Related Earnings.

Fee Related Earnings

Fee Related Earnings were $169.1 million for the nine months ended September 30, 2020, an increase of $0.7 million, compared to $168.4 million for the nine months ended September 30, 2019. The increase in Fee Related Earnings was primarily attributable to increases of $18.8 million in Fee Related Performance Revenues and $8.1 million in Management Fees, Net, partially offset by increases of $22.1 million in Fee Related Compensation and $4.0 million in Other Operating Expenses.

Fee Related Performance Revenues were $26.1 million for the nine months ended September 30, 2020, an increase of $18.8 million, compared to $7.3 million for the nine months ended September 30, 2019. The increase was primarily due to performance and growth in assets in our BDC.

Management Fees, Net were $449.6 million for the nine months ended September 30, 2020, an increase of $8.1 million, compared to $441.5 million for the nine months ended September 30, 2019, primarily driven by an increase in Base Management Fees. Base Management Fees increased $5.1 million primarily due to increased capital deployed in our most recently launched credit funds and vehicles, including our BDC, and inflows in our long only business, partially offset by a decrease in Harvest.

Fee Related Compensation was $188.1 million for the nine months ended September 30, 2020, an increase of $22.1 million, compared to $166.0 million for the nine months ended September 30, 2019. The increase was primarily due to increases in Management Fees, Net and Fee Related Performance Revenues, on which a portion of Fee Related Compensation is based.

Net Realizations

Net Realizations were $13.3 million for the nine months ended September 30, 2020, a decrease of $32.6 million, compared to $45.9 million for the nine months ended September 30, 2019. The decrease in Net Realizations was primarily attributable to decreases of $24.5 million in Realized Principal Investment Income and $17.4 million in Realized Performance Revenues, partially offset by a decrease of $9.2 million in Realized Performance Compensation.

Realized Principal Investment Income was $4.4 million for the nine months ended September 30, 2020, a decrease of $24.5 million, compared to $28.8 million for the nine months ended September 30, 2019. The decrease was primarily due to higher realized gains in our corporate treasury investments in the nine months ended September 30, 2019 compared to the nine months ended September 30, 2020.

Realized Performance Revenues were $11.9 million for the nine months ended September 30, 2020, a decrease of $17.4 million, compared to $29.2 million for the nine months ended September 30, 2019. The decrease was primarily attributable to a decrease in realized carry compared to the nine months ended September 30, 2019.

Realized Performance Compensation was $3.0 million for the nine months ended September 30, 2020, a decrease of $9.2 million, compared to $12.1 million for the nine months ended September 30, 2019. The decrease was primarily due to the decrease in Realized Performance Revenues.

Composite Returns

Composite returns information is included throughout this discussion and analysis to facilitate an understanding of our results of operations for the periods presented. The composite returns information reflected in this discussion and analysis is not indicative of the financial performance of Blackstone and is also not necessarily indicative of the future results of any particular fund or composite. An investment in Blackstone is not an investment in any of our funds or composites. There can be no assurance that any of our funds or composites or our other existing and future funds or composites will achieve similar returns.

The following table presents the return information for the Credit Composite:

Composite (a)	Three Months Ended September 30, 2020 Gross	Net	2019 Gross	Net	Nine Months Ended September 30, 2020 Gross	Net	2019 Gross	Net	September 30, 2020 Inception to Date Gross	Net
Credit Composite (b)	4%	4%	1%	1%	-1%	-1%	7%	7%	8%	6%

The returns presented herein represent those of the applicable Blackstone Funds and not those of Blackstone.

(a) Net returns are based on the change in carrying value (realized and unrealized) after management fees, expenses and Performance Allocations, net of tax advances.

(b) Effective January 1, 2020, Credit returns have been redefined to present a composite return instead of separate returns for performing credit strategies and distressed strategies. The Credit Composite now also includes the long only strategy. The Credit Composite return is a weighted-average of (a) the return based on the combined quarterly cash flows of performing credit and distressed fee-earning funds and (b) the weighted-average quarterly return of all long only strategy fee-earning funds. Only fee-earning funds exceeding $100 million of fair value at the beginning of each respective quarter end are included and funds in liquidation are excluded. Credit returns exclude Blackstone Funds that were contributed to GSO as part of Blackstone's acquisition of GSO in March 2008 and the pre-acquisition date performance for funds and vehicles acquired by GSO subsequent to March 2008. The inception to date returns are from December 31, 2005. Prior periods have been updated to reflect this presentation.

Operating Metrics

The following table presents information regarding our Invested Performance Eligible Assets Under Management:

	Invested Performance Eligible Assets Under Management As of September 30, 2020	2019	Estimated % Above High Water Mark/ Hurdle As of September 30, 2020	2019
	(Dollars in Thousands)			
Credit & Insurance	$ 26,800,781	$ 25,191,778	59%	69%

Non-GAAP Financial Measures

These non-GAAP financial measures are presented without the consolidation of any Blackstone Funds that are consolidated into the Condensed Consolidated Financial Statements. Consequently, all non-GAAP financial measures exclude the assets, liabilities and operating results related to the Blackstone Funds. See "— Key Financial Measures and Indicators" for our definitions of Distributable Earnings, Segment Distributable Earnings, Fee Related Earnings and Adjusted EBITDA.

The following table is a reconciliation of Net Income Attributable to The Blackstone Group Inc. to Distributable Earnings, Total Segment Distributable Earnings, Fee Related Earnings and Adjusted EBITDA:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
	(Dollars in Thousands)			
Net Income Attributable to The Blackstone Group Inc.	$ 794,719	$ 779,437	$ 296,493	$ 1,566,533
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings	638,803	299,900	253,814	961,490
Net Income (Loss) Attributable to Non-Controlling Interests in Consolidated Entities	259,761	88,406	(90,938)	355,983
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	6,868	(8)	(12,027)	3,567
Net Income	1,700,151	1,167,735	447,342	2,887,573
Provision (Benefit) for Taxes	100,960	(156,786)	89,672	(76,895)
Net Income Before Provision (Benefit) for Taxes	1,801,111	1,010,949	537,014	2,810,678
Transaction-Related Charges (a)	47,283	(82,547)	170,437	113,898
Amortization of Intangibles (b)	16,483	16,483	49,449	49,449
Impact of Consolidation (c)	(266,629)	(88,398)	102,965	(359,550)
Unrealized Performance Revenues (d)	(1,403,480)	(176,604)	982,043	(998,335)
Unrealized Performance Allocations Compensation (e)	509,474	94,907	(433,091)	446,440
Unrealized Principal Investment (Income) Loss (f)	(177,125)	5,219	216,169	(78,353)
Other Revenues (g)	192,623	(92,843)	110,078	(85,882)
Equity-Based Compensation (h)	89,862	58,570	266,675	178,451
Administrative Fee Adjustment (i)	2,719	—	2,719	—
Taxes and Related Payables (j)	(40,225)	(35,815)	(127,268)	(120,055)
Distributable Earnings	772,096	709,921	1,877,190	1,956,741
Taxes and Related Payables (j)	40,225	35,815	127,268	120,055
Net Interest (Income) Loss (k)	12,731	7,767	29,306	(55)
Total Segment Distributable Earnings	825,052	753,503	2,033,764	2,076,741
Realized Performance Revenues (l)	(319,954)	(420,840)	(589,364)	(1,008,995)
Realized Performance Compensation (m)	121,730	143,870	230,819	354,576
Realized Principal Investment Income (n)	(15,884)	(36,148)	(55,112)	(185,613)
Fee Related Earnings	$ 610,944	$ 440,385	$ 1,620,107	$ 1,236,709
Adjusted EBITDA Reconciliation				
Distributable Earnings	$ 772,096	$ 709,921	$ 1,877,190	$ 1,956,741
Interest Expense (o)	39,228	52,815	119,692	137,683
Taxes and Related Payables (j)	40,225	35,815	127,268	120,055
Depreciation and Amortization	9,568	6,895	25,190	18,684
Adjusted EBITDA	$ 861,117	$ 805,446	$ 2,149,340	$ 2,233,163

(a) This adjustment removes Transaction-Related Charges, which are excluded from Blackstone’s segment presentation. Transaction-Related Charges arise from corporate actions including acquisitions, divestitures, and Blackstone’s initial public offering. They consist primarily of equity-based compensation charges, gains and losses on contingent consideration arrangements, changes in the balance of the Tax Receivable Agreement resulting from a change in tax law or similar event, transaction costs and any gains or losses associated with these corporate actions.

(b) This adjustment removes the amortization of transaction-related intangibles, which are excluded from Blackstone’s segment presentation. This amount includes amortization of intangibles associated with Blackstone’s investment in Pátria, which is accounted for under the equity method.

(c) This adjustment reverses the effect of consolidating Blackstone Funds, which are excluded from Blackstone’s segment presentation. This adjustment includes the elimination of Blackstone’s interest in these funds and the removal of amounts associated with the ownership of Blackstone consolidated operating partnerships held by non-controlling interests.

(d) This adjustment removes Unrealized Performance Revenues on a segment basis. The Segment Adjustment represents the add back of performance revenues earned from consolidated Blackstone Funds which have been eliminated in consolidation.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
	(Dollars in Thousands)			
GAAP Unrealized Performance Allocations	$ 1,403,480	$ 176,370	$ (981,678)	$ 998,101
Segment Adjustment	—	234	(365)	234
Unrealized Performance Revenues	$ 1,403,480	$ 176,604	$ (982,043)	$ 998,335

(e) This adjustment removes Unrealized Performance Allocations Compensation.

(f) This adjustment removes Unrealized Principal Investment Income (Loss) on a segment basis. The Segment Adjustment represents (1) the add back of Principal Investment Income, including general partner income, earned from consolidated Blackstone Funds which have been eliminated in consolidation, and (2) the removal of amounts associated with the ownership of Blackstone consolidated operating partnerships held by non-controlling interests.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
	(Dollars in Thousands)			
GAAP Unrealized Principal Investment Income (Loss)	$ 295,308	$ 15,391	$ (332,295)	$ 147,090
Segment Adjustment	(118,183)	(20,610)	116,126	(68,737)
Unrealized Principal Investment Income (Loss)	$ 177,125	$ (5,219)	$ (216,169)	$ 78,353

(g) This adjustment removes Other Revenues on a segment basis. The Segment Adjustment represents (1) the add back of Other Revenues earned from consolidated Blackstone Funds which have been eliminated in consolidation, and (2) the removal of certain Transaction-Related Charges.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
	(Dollars in Thousands)			
GAAP Other Revenue	$ (192,159)	$ 93,273	$ (109,559)	$ 86,403
Segment Adjustment	(464)	(430)	(519)	(521)
Other Revenues	$ (192,623)	$ 92,843	$ (110,078)	$ 85,882

(h) This adjustment removes Equity-Based Compensation on a segment basis.

(i) This adjustment adds an amount equal to an administrative fee collected on a quarterly basis from certain holders of Blackstone Holdings Partnership Units. The administrative fee is accounted for as a capital contribution under GAAP, but is reflected as a reduction of Other Operating Expenses in Blackstone's segment presentation.

(j) Taxes represent the total GAAP tax provision adjusted to include only the current tax provision (benefit) calculated on Income (Loss) Before Provision (Benefit) for Taxes and adjusted to exclude the tax impact of any divestitures. Related Payables represent tax-related payables including the amount payable under the Tax Receivable Agreement. See "— Key Financial Measures and Indicators — Distributable Earnings" for the full definition of Taxes and Related Payables.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
	(Dollars in Thousands)			
Taxes	$ 32,518	$ 26,933	$ 97,254	$ 76,486
Related Payables	7,707	8,882	30,014	43,569
Taxes and Related Payables	$ 40,225	$ 35,815	$ 127,268	$ 120,055

(k) This adjustment removes Interest and Dividend Revenue less Interest Expense on a segment basis. The Segment Adjustment represents (1) the add back of Interest and Dividend Revenue earned from consolidated Blackstone Funds which have been eliminated in consolidation, and (2) the removal of interest expense associated with the Tax Receivable Agreement.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
	(Dollars in Thousands)			
GAAP Interest and Dividend Revenue	$ 26,497	$ 42,482	$ 85,505	$ 130,252
Segment Adjustment	—	2,566	4,881	7,486
Interest and Dividend Revenue	26,497	45,048	90,386	137,738
GAAP Interest Expense	39,540	53,362	120,460	138,960
Segment Adjustment	(312)	(547)	(768)	(1,277)
Interest Expense	39,228	52,815	119,692	137,683
Net Interest Income (Loss)	$ (12,731)	$ (7,767)	$ (29,306)	$ 55

(l) This adjustment removes the total segment amount of Realized Performance Revenues.

(m) This adjustment removes the total segment amount of Realized Performance Compensation.

(n) This adjustment removes the total segment amount of Realized Principal Investment Income.
(o) This adjustment adds back Interest Expense on a segment basis.

The following tables are a reconciliation of Total GAAP Investments to Net Accrued Performance Revenues. Total GAAP Investments and Net Accrued Performance Revenues consist of the following:

	September 30,	
	2020	2019
	(Dollars in Thousands)	
Investments of Consolidated Blackstone Funds	$ 1,500,398	$ 8,481,233
Equity Method Investments		
Partnership Investments	4,144,249	3,864,453
Accrued Performance Allocations	6,112,904	7,003,889
Corporate Treasury Investments	2,390,982	2,588,529
Other Investments	274,923	266,356
Total GAAP Investments	$ 14,423,456	$ 22,204,460
Accrued Performance Allocations - GAAP	$ 6,112,904	$ 7,003,889
Impact of Consolidation (a)	1	237
Due from Affiliates - GAAP (b)	21,499	18,955
Less: Net Realized Performance Revenues (c)	(75,328)	(129,129)
Less: Accrued Performance Compensation - GAAP (d)	(2,509,357)	(2,851,817)
Net Accrued Performance Revenues	$ 3,549,719	$ 4,042,135

(a) This adjustment adds back investments in consolidated Blackstone Funds which have been eliminated in consolidation.
(b) Represents GAAP accrued performance revenue recorded within Due from Affiliates.
(c) Represents Performance Revenues realized but not yet distributed as of the reporting date and are included in Distributable Earnings in the period they are realized.
(d) Represents GAAP accrued performance compensation associated with Accrued Performance Allocations and is recorded within Accrued Compensation and Benefits and Due to Affiliates.

Liquidity and Capital Resources

General

Blackstone's business model derives revenue primarily from third party assets under management. Blackstone is not a capital or balance sheet intensive business and targets operating expense levels such that total management and advisory fees exceed total operating expenses each period. As a result, we require limited capital resources to support the working capital or operating needs of our businesses. We draw primarily on the long-term committed capital of our limited partner investors to fund the investment requirements of the Blackstone Funds and use our own realizations and cash flows to invest in growth initiatives, make commitments to our own funds, where our minimum general partner commitments are generally less than 5% of the limited partner commitments of a fund, and pay dividends to shareholders.

Fluctuations in our statement of financial condition result primarily from activities of the Blackstone Funds that are consolidated as well as business transactions, such as the issuance of senior notes described below. The majority economic ownership interests of the Blackstone Funds are reflected as Redeemable Non-Controlling Interests in Consolidated Entities and Non-Controlling Interests in Consolidated Entities in the Condensed Consolidated Financial Statements. The consolidation of these Blackstone Funds has no net effect on Blackstone's Net Income or Partners' Capital. Additionally, fluctuations in our statement of financial condition also include appreciation or depreciation in Blackstone investments in the Blackstone Funds, additional investments and redemptions of such interests in the Blackstone Funds and the collection of receivables related to management and advisory fees.

During the three months ended September 30, 2020, Blackstone deconsolidated nine CLO vehicles. See Note 9. “Variable Interest Entities” in the “Notes to Condensed Consolidated Financial Statements” in “Part I. Item 1. Financial Statements” of this filing for additional details.

Total assets were $25.0 billion as of September 30, 2020, a decrease of $7.5 billion, from December 31, 2019. The decrease in total assets was principally due to a decrease of $7.3 billion in total assets attributable to the consolidated Blackstone funds. The decrease in total assets attributable to the consolidated Blackstone funds was primarily due to a decrease of $6.9 billion in Investments which was primarily due to the deconsolidation of nine CLO vehicles. The other net variances of the assets attributable to the consolidated operating partnerships were relatively unchanged.

Total liabilities were $11.5 billion as of September 30, 2020, a decrease of $5.9 billion, from December 31, 2019. The decrease in total liabilities was principally due to a decrease of $7.2 billion in total liabilities attributable to the consolidated Blackstone funds, partially offset by an increase of $952.2 million in total liabilities attributable to consolidated operating partnerships. The decrease in total liabilities attributable to consolidated Blackstone funds was primarily due to a decrease of $6.5 billion in Loans Payable. The decrease in Loans Payable was primarily due to the deconsolidation of nine CLO vehicles. The increase in total liabilities attributable to the consolidated operating partnerships was primarily due to an increase of $969.9 million in Loans Payable. The increase in Loans Payable was primarily due to the issuance of $900 million of notes on September 29, 2020. The other net variances of the liabilities attributable to the consolidated operating partnerships were relatively unchanged.

We have multiple sources of liquidity to meet our capital needs as described in “— Sources and Uses of Liquidity”. While our liquidity has not been materially impacted by the COVID-19 pandemic to date, we continue to closely monitor developments in the impact of the COVID-19 pandemic and actively evaluate our sources and uses of liquidity in light of such developments.

Sources and Uses of Liquidity

We have multiple sources of liquidity to meet our capital needs, including annual cash flows, accumulated earnings in our businesses, the proceeds from our issuances of senior notes, liquid investments we hold on our balance sheet and access to our $1.6 billion committed revolving credit facility. As of September 30, 2020, Blackstone had $2.6 billion in cash and cash equivalents and $2.4 billion invested in corporate treasury investments, against $5.7 billion in borrowings from our bond issuances, and no borrowings outstanding under our revolving credit facility.

On September 29, 2020, Blackstone issued $500 million aggregate principal amount of 1.600% senior notes due March 30, 2031 and $400 million aggregate principal amount of 2.800% senior notes due September 30, 2050. Blackstone intends to use the net proceeds from the sale of the notes for general corporate purposes. For additional information see Note 12. “Borrowings” in the “Notes to Condensed Consolidated Financial Statements” in “Part I. Item 1. Financial Statements” of this filing.

In addition to the cash we received from our notes offerings and availability under our revolving credit facility, we expect to receive (a) cash generated from operating activities, (b) Performance Allocations and Incentive Fee realizations, and (c) realizations on the fund investments that we make. The amounts received from these three sources in particular may vary substantially from year to year and quarter to quarter depending on the frequency and size of realization events or net returns experienced by our investment funds. Our available capital could be adversely affected if there are prolonged periods of few substantial realizations from our investment funds accompanied by substantial capital calls for new investments from those investment funds. Therefore, Blackstone’s commitments to our funds are taken into consideration when managing our overall liquidity and cash position.

We expect that our primary liquidity needs will be cash to (a) provide capital to facilitate the growth of our existing businesses which principally includes funding our general partner and co-investment commitments to our funds, (b) provide capital to facilitate our expansion into new businesses, (c) pay operating expenses, including cash compensation to our employees and other obligations as they arise, (d) fund modest capital expenditures, (e) repay borrowings and related interest costs, (f) pay income taxes, (g) repurchase shares of our common stock and Blackstone Holdings Partnership Units pursuant to our repurchase program, and (h) pay dividends to our shareholders and distributions to the holders of Blackstone Holdings Partnership Units.

Our own capital commitments to our funds, the funds we invest in and our investment strategies as of September 30, 2020 consisted of the following:

Fund	Blackstone and General Partner		Senior Managing Directors and Certain Other Professionals (a)	
	Original Commitment	Remaining Commitment	Original Commitment	Remaining Commitment
	(Dollars in Thousands)			
Real Estate				
BREP VII	$ 300,000	$ 37,725	$ 100,000	$ 12,575
BREP VIII	300,000	51,350	100,000	17,117
BREP IX	300,000	212,044	100,000	70,681
BREP Europe IV	130,000	24,074	43,333	8,025
BREP Europe V	150,000	33,700	43,333	9,736
BREP Europe VI	130,000	99,164	43,333	33,055
BREP Asia I	45,000	10,335	15,000	3,445
BREP Asia II	70,707	40,706	23,569	13,569
BREDS II	50,000	6,227	16,667	2,076
BREDS III	50,000	17,659	16,667	5,886
BREDS IV	50,000	50,000	—	—
BPP	75,834	5,532	—	—
Other (b)	23,200	16,045	—	—
Total Real Estate	1,674,741	604,561	501,902	176,165
Private Equity				
BCP V	629,356	30,642	—	—
BCP VI	719,718	82,829	250,000	28,771
BCP VII	500,000	69,084	225,000	31,088
BCP VIII	500,000	500,000	225,000	225,000
BEP I	50,000	4,728	—	—
BEP II	80,000	5,215	26,667	1,738
BEP III	80,000	69,798	26,667	23,266
BCEP	120,000	36,450	18,992	5,769
BCEP II	113,680	113,680	23,191	23,191
BCP Asia	40,000	21,962	13,333	7,321
Tactical Opportunities	408,211	179,662	136,070	59,887
Strategic Partners	770,742	485,734	118,907	73,071
BIP	168,632	114,998	—	—
BXLS	110,000	91,422	26,667	25,477
BXG	46,473	43,908	15,491	14,636
Other (b)	274,734	32,635	—	—
Total Private Equity	4,611,546	1,882,747	1,105,985	519,215

continued...

Fund	Blackstone and General Partner Original Commitment	Blackstone and General Partner Remaining Commitment	Senior Managing Directors and Certain Other Professionals (a) Original Commitment	Senior Managing Directors and Certain Other Professionals (a) Remaining Commitment
	(Dollars in Thousands)			
Hedge Fund Solutions				
Strategic Alliance I	$ 50,000	$ 2,033	$ —	$ —
Strategic Alliance II	50,000	1,482	—	—
Strategic Alliance III	22,000	4,235	—	—
Strategic Holdings I	154,610	62,710	—	—
Strategic Holdings II	50,000	47,500	—	—
Other (b)	17,741	11,698	—	—
Total Hedge Fund Solutions	344,351	129,658	—	—
Credit & Insurance				
Mezzanine / Opportunistic II	120,000	30,218	110,101	27,726
Mezzanine / Opportunistic III	130,783	61,841	31,054	14,684
Mezzanine / Opportunistic IV	122,000	122,000	33,333	33,333
European Senior Debt I	63,000	16,547	56,955	14,959
European Senior Debt II	93,026	80,704	24,142	20,793
Stressed / Distressed I	50,000	4,869	27,666	2,694
Stressed / Distressed II	125,000	51,695	121,050	50,061
Stressed / Distressed III	151,000	113,042	31,805	23,810
Energy I	80,000	38,026	75,555	35,913
Energy II	150,000	139,722	25,423	23,681
Credit Alpha Fund	52,102	7,465	50,624	7,254
Credit Alpha Fund II	25,500	14,921	6,034	3,531
Blackstone / GSO Secured Lending	74,500	19,370	—	—
Other (b)	168,812	44,674	21,605	3,899
Total Credit & Insurance	1,405,723	745,094	615,347	262,338
Other				
Treasury (c)	843,512	825,408	—	—
	$ 8,879,873	$ 4,187,468	$ 2,223,234	$ 957,718

(a) For some of the general partner commitments shown in the table above, we require our senior managing directors and certain other professionals to fund a portion of the commitment even though the ultimate obligation to fund the aggregate commitment is ours pursuant to the governing agreements of the respective funds. The amounts of the aggregate applicable general partner original and remaining commitment are shown in the table above. In addition, certain senior managing directors and other professionals may be required to fund a de minimis amount of the commitment in certain carry funds. We expect our commitments to be drawn down over time and to be funded by available cash and cash generated from operations and realizations. Taking into account prevailing market conditions and both the liquidity and cash or liquid investment balances, we believe that the sources of liquidity described above will be more than sufficient to fund our working capital requirements.

(b) Represents capital commitments to a number of other funds in each respective segment.

(c) Represents loan origination commitments, revolver commitments and capital market commitments.

As of September 30, 2020, Blackstone Holdings Finance Co. L.L.C. (the "Issuer"), an indirect subsidiary of Blackstone, had issued and outstanding the following senior notes (collectively the "Notes"):

Senior Notes (a)		Aggregate Principal Amount (Dollars/Euros in Thousands)
4.750%, Due 2/15/2023	$	400,000
2.000%, Due 5/19/2025	€	300,000
1.000%, Due 10/5/2026	€	600,000
3.150%, Due 10/2/2027	$	300,000
1.500%, Due 4/10/2029	€	600,000
2.500%, Due 1/10/2030	$	500,000
1.600%, Due 3/30/2031	$	500,000
6.250%, Due 8/15/2042	$	250,000
5.000%, Due 6/15/2044	$	500,000
4.450%, Due 7/15/2045	$	350,000
4.000%, Due 10/2/2047	$	300,000
3.500%, Due 9/10/2049	$	400,000
2.800%, Due 9/30/2050	$	400,000
	$	5,658,150

(a) The Notes are unsecured and unsubordinated obligations of the Issuer and are fully and unconditionally guaranteed, jointly and severally, by The Blackstone Group Inc. and each of the Blackstone Holdings Partnerships. The Notes contain customary covenants and financial restrictions that, among other things, limit the Issuer and the guarantors' ability, subject to certain exceptions, to incur indebtedness secured by liens on voting stock or profit participating equity interests of their subsidiaries or merge, consolidate or sell, transfer or lease assets. The Notes also contain customary events of default. All or a portion of the Notes may be redeemed at our option, in whole or in part, at any time and from time to time, prior to their stated maturity, at the make-whole redemption price set forth in the Notes. If a change of control repurchase event occurs, the Notes are subject to repurchase at the repurchase price as set forth in the Notes.

Blackstone, through its indirect subsidiary Blackstone Holdings Finance Co. L.L.C., has a $1.6 billion unsecured revolving credit facility (the "Credit Facility") with Citibank, N.A., as administrative agent with a maturity date of September 21, 2023. Borrowings may also be made in U.K. sterling, euros, Swiss francs, Japanese yen or Canadian dollars, in each case subject to certain sub-limits. The Credit Facility contains customary representations, covenants and events of default. Financial covenants consist of a maximum net leverage ratio and a requirement to keep a minimum amount of fee-earning assets under management, each tested quarterly.

On July 16, 2019, our board of directors authorized the repurchase of up to $1.0 billion of Class A common stock and Blackstone Holdings Partnership Units. Under the repurchase program, repurchases may be made from time to time in open market transactions, in privately negotiated transactions or otherwise. The timing and the actual number repurchased will depend on a variety of factors, including legal requirements, price and economic and market conditions. The repurchase program may be changed, suspended or discontinued at any time and does not have a specified expiration date.

During the three and nine months ended September 30, 2020, we repurchased 2.0 million and 9.0 million shares, respectively, of Blackstone Class A common stock as part of the repurchase program at a total cost of $105.6 million and $474.0 million, respectively. As of September 30, 2020, the amount remaining available for repurchases under the repurchase program was $307.2 million.

Dividends

Our intention is to pay to holders of Class A common stock a quarterly dividend representing approximately 85% of The Blackstone Group Inc.'s share of Distributable Earnings, subject to adjustment by amounts determined by our board of directors to be necessary or appropriate to provide for the conduct of our business, to make appropriate investments in our business and funds, to comply with applicable law, any of our debt instruments or other agreements, or to provide for future cash requirements such as tax-related payments, clawback obligations and dividends to shareholders for any ensuing quarter. The dividend amount could also be adjusted upward in any one quarter.

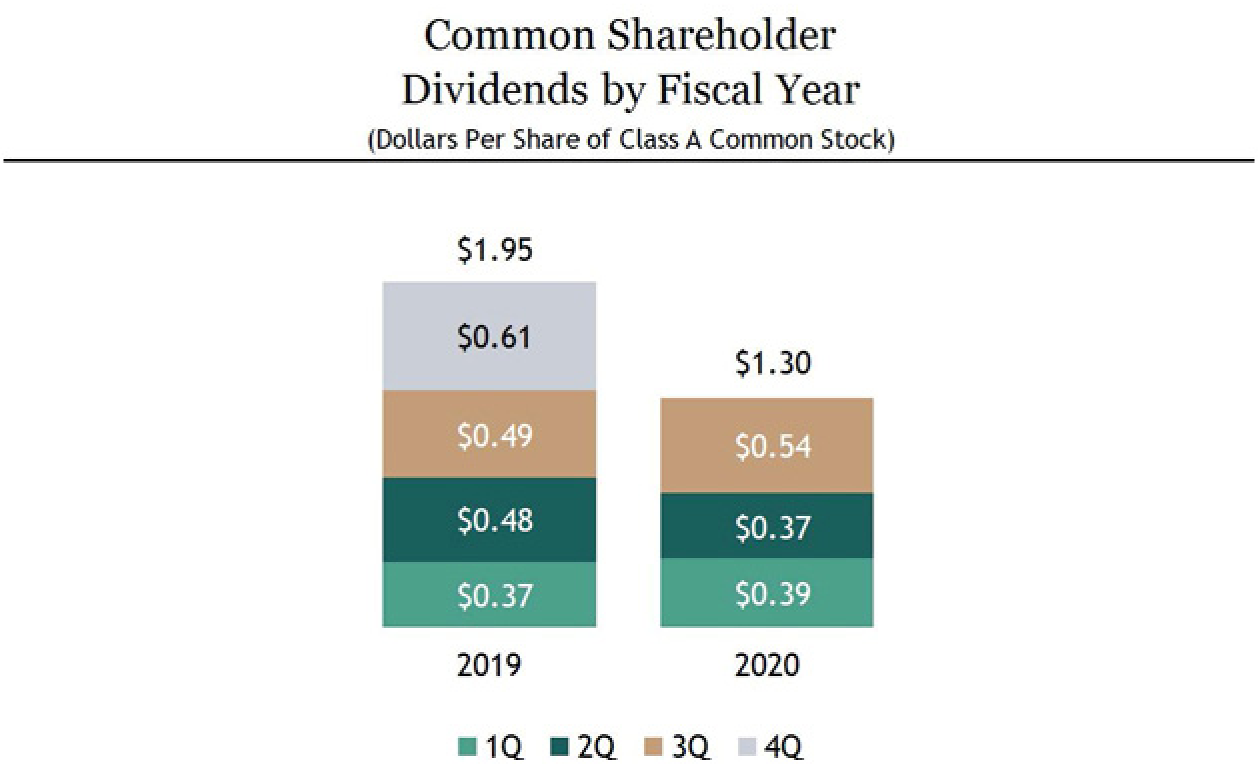
For Blackstone's definition of Distributable Earnings, see "— Key Financial Measures and Indicators".

All of the foregoing is subject to the qualification that the declaration and payment of any dividends are at the sole discretion of our board of directors and our board of directors may change our dividend policy at any time, including, without limitation, to reduce such quarterly dividends or even to eliminate such dividends entirely.

Because the publicly traded entity and/or its wholly owned subsidiaries must pay taxes and make payments under the tax receivable agreements, the amounts ultimately paid as dividends by The Blackstone Group Inc. to common shareholders in respect of each fiscal year are generally expected to be less, on a per share or per unit basis, than the amounts distributed by the Blackstone Holdings Partnerships to the Blackstone personnel and others who are limited partners of the Blackstone Holdings Partnerships in respect of their Blackstone Holdings Partnership Units. Following the Conversion, we expect to pay more corporate income taxes than we would have as a limited partnership, which will increase this difference in the dividend and/or distribution amounts on a per share or per unit basis.

Dividends are treated as qualified dividends to the extent of Blackstone's current and accumulated earnings and profits, with any excess dividends treated as a return of capital to the extent of the shareholder's basis.

The following graph shows fiscal quarterly and annual per common shareholder dividends for 2019 and 2020. Dividends are declared and paid in the quarter subsequent to the quarter in which they are earned.



With respect to the third quarter of fiscal year 2020, we paid to shareholders of our Class A common stock a dividend of $0.54 per share, aggregating to $1.30 per share of Class A common stock in respect of the nine months ended September 30, 2020. With respect to fiscal year 2019, we paid shareholders of our Class A common stock aggregate dividends of $1.95 per share.

Leverage

We may under certain circumstances use leverage opportunistically and over time to create the most efficient capital structure for Blackstone and our shareholders. In addition to the borrowings from our note issuances and our revolving credit facility, we may use reverse repurchase agreements, repurchase agreements and securities sold, not yet purchased. All of these positions are held in a separately managed portfolio. Reverse repurchase agreements are entered into primarily to take advantage of opportunistic yields otherwise absent in the overnight markets and also to use the collateral received to cover securities sold, not yet purchased. Repurchase agreements are entered into primarily to opportunistically yield higher spreads on purchased securities. The balances held in these financial instruments fluctuate based on Blackstone's liquidity needs, market conditions and investment risk profiles.

The following table presents information regarding these financial instruments in our Condensed Consolidated Statements of Financial Condition:

	Repurchase Agreements	Securities Sold, Not Yet Purchased
	(Dollars in Millions)	
Balance, September 30, 2020	$ 80.6	$ 51.2
Balance, December 31, 2019	$ 154.1	$ 75.5
Nine Months Ended September 30, 2020		
Average Daily Balance	$ 100.6	$ 57.8
Maximum Daily Balance	$ 152.8	$ 75.7

Contractual Obligations, Commitments and Contingencies

The following table sets forth information relating to our contractual obligations as of September 30, 2020 on a consolidated basis and on a basis deconsolidating the Blackstone Funds:

Contractual Obligations	October 1, 2020 to December 31, 2020	2021-2022	2023-2024	Thereafter	Total
			(Dollars in Thousands)		
Operating Lease Obligations (a)	$ 10,339	$ 194,288	$ 187,555	$ 274,055	$ 666,237
Purchase Obligations	18,266	51,954	6,266	—	76,486
Blackstone Issued Notes and Revolving Credit Facility (b)	—	—	400,000	5,258,150	5,658,150
Interest on Blackstone Issued Notes and Revolving Credit Facility (c)	30,258	333,928	305,428	2,235,967	2,905,581
Blackstone Funds Debt Obligations Payable	99	—	—	—	99
Blackstone Funds Capital Commitments to Investee Funds (d)	176,344	—	—	—	176,344
Due to Certain Non-Controlling Interest Holders in Connection with Tax Receivable Agreements (e)	—	104,201	83,668	612,537	800,406
Unrecognized Tax Benefits, Including Interest and Penalties (f)	—	1,034	—	—	1,034
Blackstone Operating Entities Capital Commitments to Blackstone Funds and Other (g)	4,187,468	—	—	—	4,187,468
Consolidated Contractual Obligations	4,422,774	685,405	982,917	8,380,709	14,471,805
Blackstone Funds Debt Obligations Payable	(99)	—	—	—	(99)
Blackstone Funds Capital Commitments to Investee Funds (d)	(176,344)	—	—	—	(176,344)
Blackstone Operating Entities Contractual Obligations	$ 4,246,331	$ 685,405	$ 982,917	$ 8,380,709	$ 14,295,362

(a) We lease our primary office space and certain office equipment under agreements that expire through 2030. Occupancy lease agreements, in addition to contractual rent payments, generally include additional payments for certain costs incurred by the landlord, such as building expenses, and utilities. To the extent these are fixed or determinable they are included in the table above. The table above includes operating leases that are recognized as Operating Lease Liabilities, short-term leases that are not recorded as Operating Lease Liabilities and leases that have been signed but not yet commenced which are not recorded as Operating Lease Liabilities. The amounts in this table are presented net of contractual sublease commitments.

(b) Represents the principal amount due on the senior notes we issued. As of September 30, 2020, we had no outstanding borrowings under our revolver.

(c) Represents interest to be paid over the maturity of our senior notes and borrowings under our revolving credit facility which has been calculated assuming no pre-payments are made and debt is held until its final maturity date. These amounts exclude commitment fees for unutilized borrowings under our revolver.

(d) These obligations represent commitments of the consolidated Blackstone Funds to make capital contributions to investee funds and portfolio companies. These amounts are generally due on demand and are therefore presented in the less than one year category.
(e) Represents obligations by Blackstone’s corporate subsidiary to make payments under the Tax Receivable Agreements to certain non-controlling interest holders for the tax savings realized from the taxable purchases of their interests in connection with the reorganization at the time of Blackstone’s IPO in 2007 and subsequent purchases. The obligation represents the amount of the payments currently expected to be made, which are dependent on the tax savings actually realized as determined annually without discounting for the timing of the payments. As required by GAAP, the amount of the obligation included in the Condensed Consolidated Financial Statements and shown in Note 16. “Related Party Transactions” (see “Part I. Item 1 Financial Statements”) differs to reflect the net present value of the payments due to certain non-controlling interest holders.
(f) The total represents gross unrecognized tax benefits of $0.5 million and interest and penalties of $0.5 million. In addition, Blackstone is not able to make a reasonably reliable estimate of the timing of payments in individual years in connection with gross unrecognized benefits of $31.1 million and interest of $3.2 million; therefore, such amounts are not included in the above contractual obligations table.
(g) These obligations represent commitments by us to provide general partner capital funding to the Blackstone Funds, limited partner capital funding to other funds and Blackstone principal investment commitments. These amounts are generally due on demand and are therefore presented in the less than one year category; however, a substantial amount of the capital commitments are expected to be called over the next three years. We expect to continue to make these general partner capital commitments as we raise additional amounts for our investment funds over time.

Guarantees

Blackstone and certain of its consolidated funds provide financial guarantees. The amounts and nature of these guarantees are described in Note 17. “Commitments and Contingencies – Contingencies – Guarantees” in the “Notes to Condensed Consolidated Financial Statements” in “Part I. Item 1. Financial Statements” of this filing.

Indemnifications

In many of its service contracts, Blackstone agrees to indemnify the third party service provider under certain circumstances. The terms of the indemnities vary from contract to contract and the amount of indemnification liability, if any, cannot be determined and has not been included in the table above or recorded in our Condensed Consolidated Financial Statements as of September 30, 2020.

Clawback Obligations

Performance Allocations are subject to clawback to the extent that the Performance Allocations received to date with respect to a fund exceeds the amount due to Blackstone based on cumulative results of that fund. The actual clawback liability, however, generally does not become realized until the end of a fund’s life except for certain Blackstone real estate funds, multi-asset class investment funds and credit-focused funds, which may have an interim clawback liability. The lives of the carry funds, including available contemplated extensions, for which a liability for potential clawback obligations has been recorded for financial reporting purposes, are currently anticipated to expire at various points through 2029. Further extensions of such terms may be implemented under given circumstances.

For financial reporting purposes, when applicable, the general partners record a liability for potential clawback obligations to the limited partners of some of the carry funds due to changes in the unrealized value of a fund’s remaining investments and where the fund’s general partner has previously received Performance Allocation distributions with respect to such fund’s realized investments.

As of September 30, 2020, the total clawback obligations were $125.7 million, of which $100.8 million was related to Blackstone Holdings and $24.9 million was related to current and former Blackstone personnel. The split of clawback between Blackstone Holdings and current and former personnel is based on the performance of individual investments held by a fund rather than on a fund by fund basis.

If, at September 30, 2020, all of the investments held by our carry funds were deemed worthless, a possibility that management views as remote, the amount of Performance Allocations subject to potential clawback would be $3.6 billion, on an after-tax basis where applicable, of which Blackstone Holdings is potentially liable for $3.1 billion if current and former Blackstone personnel default on their share of the liability, a possibility that management also views as remote. See Note 16. “Related Party Transactions” and Note 17. “Commitments and Contingencies” in the “Notes to Condensed Consolidated Financial Statements” in “Part I. Item 1. Financial Statements” of this filing.

Critical Accounting Policies

We prepare our Condensed Consolidated Financial Statements in accordance with GAAP. In applying many of these accounting principles, we need to make assumptions, estimates and/or judgments that affect the reported amounts of assets, liabilities, revenues and expenses in our Condensed Consolidated Financial Statements. We base our estimates and judgments on historical experience and other assumptions that we believe are reasonable under the circumstances. These assumptions, estimates and/or judgments, however, are often subjective. Actual results may be affected negatively based on changing circumstances. If actual amounts are ultimately different from our estimates, the revisions are included in our results of operations for the period in which the actual amounts become known. We believe the following critical accounting policies could potentially produce materially different results if we were to change underlying assumptions, estimates and/or judgments. For a description of our accounting policies, see Note 2. “Summary of Significant Accounting Policies” in the “Notes to Condensed Consolidated Financial Statements” in “Part I. Item 1. Financial Statements” of this filing.

Principles of Consolidation

For a description of our accounting policy on consolidation, see Note 2. “Summary of Significant Accounting Policies — Consolidation” and Note 9. “Variable Interest Entities” in the “Notes to Condensed Consolidated Financial Statements” in “Part I. Item 1. Financial Statements” of this filing for detailed information on Blackstone’s involvement with VIEs. The following discussion is intended to provide supplemental information about how the application of consolidation principles impact our financial results, and management’s process for implementing those principles including areas of significant judgment.

The determination that Blackstone holds a controlling financial interest in a Blackstone Fund or investment vehicle significantly changes the presentation of our Condensed Consolidated Financial Statements. In our Condensed Consolidated Statements of Financial Position included in this filing, we present 100% of the assets and liabilities of consolidated VIEs along with a non-controlling interest which represents the portion of the consolidated vehicle’s interests held by third parties. However, assets of our consolidated VIEs can only be used to settle obligations of the consolidated VIE and are not available for general use by Blackstone. Further, the liabilities of our consolidated VIEs do not have recourse to the general credit of Blackstone. In the Condensed Consolidated Statements of Operations, we eliminate any management fees, Incentive Fees, or Performance Allocations received or accrued from consolidated VIEs as they are considered intercompany transactions. We recognize 100% of the consolidated VIE’s investment income (loss) and allocate the portion of that income (loss) attributable to third party ownership to non-controlling interests in arriving at Net Income Attributable to The Blackstone Group Inc.

The assessment of whether we consolidate a Blackstone Fund or investment vehicle we manage requires the application of significant judgment. These judgments are applied both at the time we become involved with the VIE and on an ongoing basis and include, but are not limited to:

- Determining whether our management fees, Incentive Fees or Performance Allocations represent variable interests – We make judgments as to whether the fees we earn are commensurate with the level of effort required for those fees and at market rates. In making this judgment, we consider, among other things, the extent of third party investment in the entity and the terms of any other interests we hold in the VIE.

- Determining whether kick-out rights are substantive – We make judgments as to whether the third party investors in a partnership entity have the ability to remove the general partner, the investment manager or its equivalent, or to dissolve (liquidate) the partnership entity, through a simple majority vote. This includes an evaluation of whether barriers to exercise these rights exist.

- Concluding whether Blackstone has an obligation to absorb losses or the right to receive benefits that could potentially be significant to the VIE – As there is no explicit threshold in GAAP to define “potentially significant,” management must apply judgment and evaluate both quantitative and qualitative factors to conclude whether this threshold is met.

Revenue Recognition

For a description of our accounting policy on revenue recognition, see Note 2. “Summary of Significant Accounting Policies — Revenue Recognition” in the “Notes to Condensed Consolidated Financial Statements” in “Part I. Item 1. Financial Statements”. For additional description of the nature of our revenue arrangements, including how management fees, Incentive Fees, and Performance Allocations are generated, please refer to “Part I. Item 1. Business — Fee Structure/Incentive Arrangements” in our Annual Report on Form 10-K for the year ended December 31, 2019. The following discussion is intended to provide supplemental information about how the application of revenue recognition principles impact our financial results, and management’s process for implementing those principles including areas of significant judgment.

Management and Advisory Fees, Net — Blackstone earns base management fees from the investors in its managed funds and investment vehicles, at a fixed percentage of a calculation base, which is typically assets under management, net asset value, total assets, committed capital or invested capital. The range of management fee rates and the calculation base from which they are earned, generally, are as follows:

On private equity, real estate, and certain of our hedge fund solutions and credit-focused funds:

- 0.25% to 1.75% of committed capital or invested capital during the investment period,

- 0.25% to 1.50% of invested capital, committed capital or investment fair value subsequent to the investment period for private equity and real estate funds, and

- 0.75% to 1.50% of invested capital or net asset value subsequent to the investment period for certain of our hedge fund solutions and credit-focused funds.

On real estate, credit and MLP-focused funds structured like hedge funds:

- 0.24% to 1.50% of net asset value.

On credit and MLP-focused separately managed accounts:

- 0.24% to 1.50% of net asset value or total assets.

On real estate separately managed accounts:

- 0.65% to 2.00% of invested capital, net operating income or net asset value.

On funds of hedge funds, certain hedge funds and separately managed accounts invested in hedge funds:

- 0.25% to 1.50% of net asset value.

On CLO vehicles:

- 0.40% to 0.65% of the aggregate par amount of collateral assets, including principal cash.

On credit-focused registered and non-registered investment companies:

- 0.35% to 1.20% of total assets or net asset value.

The investment adviser of BXMT receives annual management fees based on 1.50% of BXMT's net proceeds received from equity offerings and accumulated "core earnings" (which is generally equal to its GAAP net income excluding certain non-cash and other items), subject to certain adjustments. The investment adviser of BREIT receives a management fee of 1.25% per annum of net asset value, payable monthly.

Management fee calculations based on committed capital or invested capital are mechanical in nature and therefore do not require the use of significant estimates or judgments. Management fee calculations based on net asset value, total assets, or investment fair value depend on the fair value of the underlying investments within the funds. Estimates and assumptions are made when determining the fair value of the underlying investments within the funds and could vary depending on the valuation methodology that is used as well as economic conditions. See "— Fair Value" below for further discussion of the judgment required for determining the fair value of the underlying investments.

Investment Income (Loss) — Performance Allocations are made to the general partner based on cumulative fund performance to date, subject to a preferred return to limited partners. Blackstone has concluded that investments made alongside its limited partners in a partnership which entitle Blackstone to a Performance Allocation represent equity method investments that are not in the scope of the GAAP guidance on accounting for revenues from contracts with customers. Blackstone accounts for these arrangements under the equity method of accounting. Under the equity method, Blackstone's share of earnings (losses) from equity method investments is determined using a balance sheet approach referred to as the hypothetical liquidation at book value ("HLBV") method. Under the HLBV method, at the end of each reporting period Blackstone calculates the accrued Performance Allocations that would be due to Blackstone for each fund pursuant to the fund agreements as if the fair value of the underlying investments were realized as of such date, irrespective of whether such amounts have been realized. Performance Allocations are subject to clawback to the extent that the Performance Allocation received to date exceeds the amount due to Blackstone based on cumulative results.

The change in the fair value of the investments held by certain Blackstone Funds is a significant input into the accrued Performance Allocation calculation and accrual for potential repayment of previously received Performance Allocations. Estimates and assumptions are made when determining the fair value of the underlying investments within the funds. See "— Fair Value" below for further discussion related to significant estimates and assumptions used for determining fair value of the underlying investments.

Fair Value

Blackstone uses fair value throughout the reporting process. For a description of our accounting policies related to valuation, see Note 2. "Summary of Significant Accounting Policies — COVID-19 and Global Economic Conditions", "Summary of Significant Accounting Policies — Fair Value of Financial Instruments" and "Summary of Significant Accounting Policies — Investments, at Fair Value" in the "Notes to Condensed Consolidated Financial Statements" in "Part I. Item 1. Financial Statements" of this filing. The following discussion is intended to provide supplemental information about how the application of fair value principles impact our financial results, and management's process for implementing those principles including areas of significant judgment.

The fair value of the investments held by Blackstone Funds is the primary input to the calculation of certain of our management fees, Incentive Fees, Performance Allocations and the related Compensation we recognize. The Blackstone Funds are accounted for as investment companies under the American Institute of Certified Public Accountants Accounting and Auditing Guide, *Investment Companies*, and in accordance with the GAAP guidance on investment companies and reflect their investments, including majority owned and controlled investments (the "Portfolio Companies"), at fair value. In the absence of observable market prices, we utilize valuation methodologies applied on a consistent basis and assumptions that we believe market participants would use to determine the fair value of the investments. For investments where little market activity exists management's determination of fair value is based on the best information available in the circumstances, which may incorporate management's own assumptions and involves a significant degree of judgment, and the consideration of a combination of internal and external factors, including the appropriate risk adjustments for non-performance and liquidity risks.

Blackstone has also elected the fair value option for certain instruments it owns directly, including loans and receivables and investments in private debt securities, the assets of consolidated CLO vehicles and other proprietary investments. Blackstone is required to measure certain financial instruments at fair value, including debt instruments, equity securities and freestanding derivatives.

Fair Value of Investments or Instruments that are Publicly Traded

Securities that are publicly traded and for which a quoted market exists will be valued at the closing price of such securities in the principal market in which the security trades, or in the absence of a principal market, in the most advantageous market on the valuation date. When a quoted price in an active market exists, no block discounts or control premiums are permitted regardless of the size of the public security held. In some cases, securities will include legal and contractual restrictions limiting their purchase and sale for a period of time, such as may be required under SEC Rule 144 or by underwriters in certain transactions. A discount to publicly traded price may be appropriate in those cases; the amount of the discount, if taken, shall be determined based on the time period that must pass before the restricted security becomes unrestricted or otherwise available for sale.

Fair Value of Investments or Instruments that are not Publicly Traded

Investments for which market prices are not observable include private investments in the equity or debt of operating companies or real estate properties. Our primary methodology for determining the fair values of such investments is the income approach which provides an indication of fair value based on the present value of cash flows that a business, security, or property is expected to generate in the future. The most widely used methodology under the income approach is the discounted cash flow method which includes significant assumptions about the underlying investment’s projected net earnings or cash flows, discount rate, capitalization rate and exit multiple. Our secondary methodology, generally used to corroborate the results of the income approach, is the market approach. The most widely used methodology under the market approach relies upon valuations for comparable public companies, transactions, or assets, and includes making judgments about which companies, transactions, or assets are comparable.

In certain cases debt and equity securities are valued on the basis of prices from an orderly transaction between market participants provided by reputable dealers or pricing services. In determining the value of a particular investment, pricing services may use certain information with respect to transactions in such investments, quotations from dealers, pricing matrices and market transactions in comparable investments and various relationships between investments.

Management Process on Fair Value

Due to the importance of fair value throughout the condensed consolidated financial statements and the significant judgment required to be applied in arriving at those fair values, we have developed a process around valuation that incorporates several levels of approval and review from both internal and external sources. Blackstone Fund investments are valued on a quarterly basis by our internal valuation teams, which are independent from our investment teams.

For investments valued utilizing the income method, and where Blackstone has information rights, we generally have a direct line of communication with each of the Portfolio Company finance teams and collect financial data used to support projections used in a discounted cash flow analysis. The respective businesses’ valuation team then analyzes the data received and updates the valuation models reflecting any changes in the underlying cash flow projections, weighted-average cost of capital, exit multiple, and any other valuation input relevant economic conditions.

The results of all valuations of investments held by Blackstone Fund and investment vehicles are reviewed and approved by the relevant business unit's valuation sub-committee, which is comprised of key personnel from the business unit, typically the chief investment officer, chief operating officer, chief financial officer, chief compliance officer (or their respective equivalents where applicable) and other senior managing directors in the business. To further corroborate our results, we also generally obtain either a positive assurance opinion or a range of value by an independent valuation party, at least annually for all investments and quarterly for certain investments. Our firmwide valuation committee, chaired by our Chief Financial Officer and comprised of senior heads of our businesses and representatives from legal and finance, reviews the valuation process for investments held by us and our investment vehicles, including the application of appropriate valuation standards on a consistent basis. Each quarter, the valuations of the investment portfolios of Blackstone Funds are presented to the audit committee of our board of directors, which is comprised of non-employee directors.

The global outbreak of COVID-19 required management to make significant judgments about the ultimate adverse impact of COVID-19 on financial markets and economic conditions, which may change over time. These judgments and estimates were incorporated into the valuation process outlined herein. Management's policies were unchanged and critical processes were executed in a remote working environment.

Income Tax

For a description of our accounting policy on taxes see Note 2. "Summary of Significant Accounting Policies" in "Part II. Item 8. Financial Statements and Supplementary Data" in our Annual Report on Form 10-K for the year ended December 31, 2019. For additional information on taxes see Note 13. "Income Taxes" in the "Notes to Consolidated Financial Statements" in "— Item 8. Financial Statements and Supplementary Data" of this filing and Note 15. "Income Taxes" in "Part II. Item 8. Financial Statements and Supplementary Data" in our Annual Report on Form 10-K for the year ended December 31, 2019.

Our provision for income taxes is composed of current and deferred taxes. Current income taxes approximate taxes to be paid or refunded for the current period. Deferred income taxes reflect the net tax effects of temporary differences between the financial reporting and tax bases of assets and liabilities and are measured using the applicable enacted tax rates and laws that will be in effect when such differences are expected to reverse. During the year ended December 31, 2019, the Conversion resulted in a step-up in the tax basis of certain assets that will be recovered as those assets are sold or the basis is amortized.

Additionally, significant judgment is required in estimating the provision for (benefit from) income taxes, current and deferred tax balances (including valuation allowance), accrued interest or penalties and uncertain tax positions. In evaluating these judgments, we consider, among other items, projections of taxable income (including the character of such income), beginning with historic results and incorporating assumptions of the amount of future pretax operating income. These assumptions about future taxable income require significant judgment and are consistent with the plans and estimates that Blackstone uses to manage its business. A portion of the deferred tax assets are not considered to be more likely than not to be realized due to the character of income necessary for recovery. For that portion of the deferred tax assets, a valuation allowance has been recorded.

Revisions in estimates and/or actual costs of a tax assessment may ultimately be materially different from the recorded accruals and unrecognized tax benefits, if any.

Off-Balance Sheet Arrangements

In the normal course of business, we engage in off-balance sheet arrangements, including transactions in derivatives, guarantees, commitments, indemnifications and potential contingent repayment obligations. We do not have any off-balance sheet arrangements that would require us to fund losses or guarantee target returns to investors in our funds.

Further disclosure on our off-balance sheet arrangements is presented in the “Notes to Condensed Consolidated Financial Statements” in “Part I. Item 1. Financial Statements” of this filing as follows:

- Note 9. “Variable Interest Entities”, and
- Note 17. “Commitments and Contingencies — Commitments — Investment Commitments” and “— Contingencies — Guarantees”.

Recent Accounting Developments

Information regarding recent accounting developments and their impact on Blackstone can be found in Note 2. “Summary of Significant Accounting Policies” in the “Notes to Condensed Consolidated Financial Statements” in “Part I. Item 1. Financial Statements” of this filing.

Interbank Offered Rates Transition

Certain jurisdictions are currently reforming or phasing out their Interbank Offered Rates (“IBORs”), including, without limitation, the London Interbank Offered Rates, Euro Interbank Offered Rate, Tokyo Interbank Offered Rate, Hong Kong Interbank Offered Rate and Singapore Interbank Offered Rate. The timing of the anticipated reforms or phase-outs vary by jurisdiction, with most of the reforms or phase-outs currently scheduled to take effect at the end of calendar year 2021. Blackstone is evaluating the operational impact of such changes on existing transactions and contractual arrangements and managing transition efforts. See “Part I. Item 1A. Risk Factors — Risks Related to Our Business — Interest rates on our and our portfolio companies’ outstanding financial instruments might be subject to change based on regulatory developments, which could adversely affect our revenue, expenses and the value of those financial instruments.” in our Annual Report on Form 10-K for the year ended December 31, 2019.

Item 3. Quantitative and Qualitative Disclosures About Market Risk

Our predominant exposure to market risk is related to our role as general partner or investment adviser to the Blackstone Funds and the sensitivities to movements in the fair value of their investments, including the effect on management fees, performance revenues and investment income.

Effect on Fund Management Fees

Our management fees are based on (a) third parties’ capital commitments to a Blackstone Fund, (b) third parties’ capital invested in a Blackstone Fund or (c) the net asset value, or NAV, of a Blackstone Fund, as described in our Condensed Consolidated Financial Statements. Management fees will only be directly affected by short-term changes in market conditions to the extent they are based on NAV or represent permanent impairments of value. These management fees will be increased (or reduced) in direct proportion to the effect of changes in the fair value of our investments in the related funds. The proportion of our management fees that are based on NAV is dependent on the number and types of Blackstone Funds in existence and the current stage of each fund’s life cycle. For the nine months ended September 30, 2020 and September 30, 2019, the percentages of our fund management fees based on the NAV of the applicable funds or separately managed accounts, were as follows:

	Nine Months Ended September 30,	
	2020	**2019**
Fund Management Fees Based on the NAV of the Applicable Funds or Separately Managed Accounts	33%	36%

Market Risk

The Blackstone Funds hold investments which are reported at fair value. Based on the fair value as of September 30, 2020 and September 30, 2019, we estimate that a 10% decline in fair value of the investments would result in the following declines in Management Fees, Performance Revenues, Net of Related Compensation Expense and Investment Income:

	September 30,					
	2020			2019		
	Management Fees (a)	Performance Revenues, Net of Related Compensation Expense (b)	Investment Income (b)	Management Fees (a)	Performance Revenues, Net of Related Compensation Expense (b)	Investment Income (b)
	(Dollars in Thousands)					
10% Decline in Fair Value of the Investments	$ 179,501	$ 1,736,616	$ 168,377	$ 155,685	$ 1,612,040	$ 172,619

(a) Represents the annualized effect of the 10% decline.
(b) Represents the reporting date effect of the 10% decline.

Total Assets Under Management, excluding undrawn capital commitments and the amount of capital raised for our CLOs, by segment, and the percentage amount classified as Level III investments as defined within the fair value standards of GAAP, are as follows:

	September 30, 2020	
	Total Assets Under Management, Excluding Undrawn Capital Commitments and the Amount of Capital Raised for CLOs	Percentage Amount Classified as Level III Investments
	(Dollars in Thousands)	
Real Estate	$ 124,838,469	90%
Private Equity	$ 90,823,435	74%
Hedge Fund Solutions	$ 74,517,525	12%
Credit & Insurance	$ 75,515,310	31%

The fair value of our investments and securities can vary significantly based on a number of factors that take into consideration the diversity of the Blackstone Funds' investment portfolio and on a number of factors and inputs such as similar transactions, financial metrics, and industry comparatives, among others. See "Part I. Item 1A. Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2019. Also see "Part I. Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations — Critical Accounting Policies — Fair Value". We believe these fair value amounts should be utilized with caution as our intent and strategy is to hold investments and securities until prevailing market conditions are beneficial for investment sales.

Investors in our carry funds (and certain other of our funds) make capital commitments to those funds that we are entitled to call from those investors at any time during prescribed periods. We depend on investors fulfilling their commitments when we call capital from them in order for those funds to consummate investments and otherwise pay their related obligations when due, including management fees. We have not had investors fail to honor capital calls to any meaningful extent and any investor that did not fund a capital call would be subject to having a significant amount of its existing investment forfeited in that fund; however, if investors were to fail to satisfy a significant amount of capital calls for any particular fund or funds, those funds could be materially and adversely affected.

Exchange Rate Risk

The Blackstone Funds hold investments that are denominated in non-U.S. dollar currencies that may be affected by movements in the rate of exchange between the U.S. dollar and non-U.S. dollar currencies. Additionally, a portion of our management fees are denominated in non-U.S. dollar currencies. We estimate that as of September 30, 2020 and September 30, 2019, a 10% decline in the rate of exchange of all foreign currencies against the U.S. dollar would result in the following declines in Management Fees, Performance Revenues, Net of Related Compensation Expense and Investment Income:

	September 30,					
	2020			2019		
	Management Fees (a)	Performance Revenues, Net of Related Compensation Expense (b)	Investment Income (b)	Management Fees (a)	Performance Revenues, Net of Related Compensation Expense (b)	Investment Income (b)
	(Dollars in Thousands)					
10% Decline in the Rate of Exchange of All Foreign Currencies Against the U.S. Dollar	$ 42,598	$ 681,985	$ 49,338	$ 19,941	$ 413,625	$ 37,458

(a) Represents the annualized effect of the 10% decline.
(b) Represents the reporting date effect of the 10% decline.

Interest Rate Risk

Blackstone may have debt obligations payable that accrue interest at variable rates. Interest rate changes may therefore affect the amount of our interest payments, future earnings and cash flows. Based on our debt obligations payable as of September 30, 2020 and September 30, 2019, we estimate that interest expense relating to variable rates would increase on an annual basis, in the event interest rates were to increase by one percentage point, as follows:

	September 30,	
	2020	2019
	(Dollars in Thousands)	
Annualized Increase in Interest Expense Due to a One Percentage Point Increase in Interest Rates (a)	$ —	$ —

(a) As of September 30, 2020 and 2019, Blackstone had no such debt obligations payable outstanding.

Blackstone has a diversified portfolio of liquid assets to meet the liquidity needs of various businesses. This portfolio includes cash, open-ended money market mutual funds, open-ended bond mutual funds, marketable investment securities, freestanding derivative contracts, repurchase and reverse repurchase agreements and other investments. If interest rates were to increase by one percentage point, we estimate that our annualized investment income would decrease, offset by an estimated increase in interest income on an annual basis from interest on floating rate assets, as follows:

	September 30,			
	2020		2019	
	Annualized Decrease in Investment Income	Annualized Increase in Interest Income from Floating Rate Assets	Annualized Decrease in Investment Income	Annualized Increase in Interest Income from Floating Rate Assets
	(Dollars in Thousands)			
One Percentage Point Increase in Interest Rates	$ 17,872 (a)	$ 26,831	$ 5,613 (a)	$ 34,630

(a) As of September 30, 2020 and 2019, this represents 0.5% and 0.2% of our portfolio of liquid assets, respectively.

Blackstone has U.S. dollar and non-U.S. dollar based interest rate derivatives whose future cash flows and present value may be affected by movement in their respective underlying yield curves. We estimate that as of September 30, 2020 and September 30, 2019, a one percentage point increase parallel shift in global yield curves would result in the following impact on Other Revenue:

	September 30,	
	2020	2019
	(Dollars in Thousands)	
Annualized Increase in Other Revenue Due to a One Percentage Point Increase in Interest Rates	$ 13,782	$ 15,374

Credit Risk

Certain Blackstone Funds and the Investee Funds are subject to certain inherent risks through their investments.

Our portfolio of liquid assets contains certain credit risks including, but not limited to, exposure to uninsured deposits with financial institutions, unsecured corporate bonds and mortgage-backed securities. These exposures are actively monitored on a continuous basis and positions are reallocated based on changes in risk profile, market or economic conditions.

We estimate that our annualized investment income would decrease, if credit spreads were to increase by one percentage point, as follows:

	September 30,	
	2020	2019
	(Dollars in Thousands)	
Decrease in Annualized Investment Income Due to a One Percentage Point Increase in Credit Spreads (a)	$ 68,573	$ 69,439

(a) As of September 30, 2020 and 2019, this represents 2.1% and 2.0% of our portfolio of liquid assets, respectively.

Certain of our entities hold derivative instruments that contain an element of risk in the event that the counterparties may be unable to meet the terms of such agreements. We minimize our risk exposure by limiting the counterparties with which we enter into contracts to banks and investment banks that meet established credit and capital guidelines. We do not expect any counterparty to default on its obligations and therefore do not expect to incur any loss due to counterparty default.

Item 4. Controls and Procedures

We maintain “disclosure controls and procedures,” as such term is defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended (the “Exchange Act”), that are designed to ensure that information required to be disclosed by us in reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms, and that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure. In designing disclosure controls and procedures, our management necessarily was required to apply its judgment in evaluating the cost-benefit relationship of possible disclosure controls and procedures. The design of any disclosure controls and procedures also is based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions. Any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired objectives.

Our management, including our Chief Executive Officer and Chief Financial Officer, evaluated the effectiveness of our disclosure controls and procedures pursuant to Rule 13a-15 under the Exchange Act as of the end of the period covered by this report. Based on that evaluation, our Chief Executive Officer and Chief Financial Officer have concluded that, as of the end of the period covered by this report, our disclosure controls and procedures (as defined in Rule 13a-15(e) under the Exchange Act) are effective at the reasonable assurance level to accomplish their objectives of ensuring that information we are required to disclose in reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms, and that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure.

No change in our internal control over financial reporting (as such term is defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) occurred during our most recent quarter, that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

Part II. Other Information

Item 1. Legal Proceedings

We may from time to time be involved in litigation and claims incidental to the conduct of our business. Our businesses are also subject to extensive regulation, which may result in regulatory proceedings against us. See “Part I. Item 1A. Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2019. We are not currently subject to any pending legal (including judicial, regulatory, administrative or arbitration) proceedings that we expect to have a material impact on our consolidated financial statements. However, given the inherent unpredictability of these types of proceedings and the potentially large and/or indeterminate amounts that could be sought, an adverse outcome in certain matters could have a material effect on Blackstone’s financial results in any particular period.

In December 2017, a purported derivative suit (*Mayberry v. KKR & Co., L.P., et al.*) was filed in the Commonwealth of Kentucky Franklin County Circuit Court on behalf of the Kentucky Retirement System (“KRS”) by eight of its members and beneficiaries alleging various breaches of fiduciary duty and other violations of Kentucky state law in connection with KRS’s investment in three hedge funds of funds, including a fund managed by Blackstone Alternative Asset Management L.P. (“BAAM L.P.”). The suit names more than 30 defendants, including The Blackstone Group L.P.; BAAM L.P.; Stephen A. Schwarzman, as Chairman and CEO of Blackstone; and J. Tomilson Hill, as then-President and CEO of the Hedge Fund Solutions Group, Vice Chairman of Blackstone and CEO of BAAM L.P. (collectively, the “Blackstone Defendants”). Aside from the Blackstone Defendants, the action also names current and former KRS trustees and former KRS officers and various other service providers to KRS and their related persons.

The plaintiffs filed an amended complaint in January 2018. In November 2018, the Circuit Court granted one defendant’s motion to dismiss and denied all other defendants’ motions to dismiss, including those of the Blackstone Defendants. In January 2019, certain of the KRS trustee and officer defendants noticed appeals from the denial of the motions to dismiss to the Kentucky Court of Appeals, and also filed a motion to stay the Mayberry proceedings in Circuit Court pending the outcome of those appeals. In addition, several defendants, including Blackstone and BAAM L.P., filed petitions in the Kentucky Court of Appeals for a writ of prohibition against the ongoing Mayberry proceedings on the ground that the plaintiffs lack standing. In April 2019, the KRS trustee and officer defendants’ appeals were transferred to the Kentucky Supreme Court.

On April 23, 2019, the Kentucky Court of Appeals granted the Blackstone Defendants' petition for a writ of prohibition and vacated the Circuit Court's November 30, 2018 Opinion and Order denying the motion to dismiss for lack of standing. On April 24, 2019, the Mayberry Plaintiffs filed a notice of appeal of that order to the Kentucky Supreme Court. The Kentucky Supreme Court heard oral argument on the appeal on October 24, 2019.

On July 9, 2020, the Kentucky Supreme Court unanimously held that the plaintiffs lack constitutional standing to bring their claims and remanded the case to the Circuit Court with direction to dismiss the complaint. On July 20, 2020, the Kentucky Attorney General filed a motion to intervene and a proposed intervening complaint in the Mayberry action on behalf of the Commonwealth of Kentucky. The Blackstone Defendants filed their objection to that motion on July 30, 2020 and a decision on the motion to intervene is pending. On July 21, 2020, the Kentucky Attorney General also filed a separate action in Franklin County Circuit Court that is nearly identical to its proposed intervening complaint. In addition, on July 29, 2020, counsel for certain of the Mayberry Plaintiffs filed a motion for leave to amend their complaint, purporting to remedy the standing defects identified by the Kentucky Supreme Court. The Blackstone Defendants intend to oppose the pending motion to amend.

Blackstone continues to believe that these suits are totally without merit and intends to defend them vigorously.

Item 1A. Risk Factors

For a discussion of our potential risks and uncertainties, see the information under the heading "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2019, our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020 and in our subsequently filed periodic reports as such factors may be updated from time to time, all of which are accessible on the Securities and Exchange Commission's website at www.sec.gov.

See "Part I. Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations — Business Environment" in this report for a discussion of the conditions in the financial markets and economic conditions affecting our businesses. This discussion updates, and should be read together with, the risk factor entitled "Difficult market conditions can adversely affect our business in many ways, including by reducing the value or performance of the investments made by our investment funds and reducing the ability of our investment funds to raise or deploy capital, each of which could materially reduce our revenue, earnings and cash flow and adversely affect our financial prospects and condition." in our Annual Report on Form 10-K for the year ended December 31, 2019 and "The global outbreak of the novel coronavirus, or COVID-19, has caused severe disruptions in the U.S. and global economies and is adversely impacting, and may continue to adversely impact, our performance and results of operations." in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020.

The risks described in our Annual Report on Form 10-K, in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020 and in our subsequently filed periodic reports are not the only risks facing us. Additional risks and uncertainties not currently known to us or that we currently deem to be immaterial also may materially adversely affect our business, financial condition and/or operating results.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

The following table sets forth information regarding repurchases of shares of our Class A common stock during the quarter ended September 30, 2020:

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs (a)	Approximate Dollar Value of Shares that May Yet Be Purchased Under the Program (Dollars in Thousands) (a)
Jul. 1 - Jul. 31, 2020	142,857	$ 54.28	142,857	$ 405,065
Aug. 1 - Aug. 31, 2020	999,999	$ 53.14	999,999	$ 351,930
Sep. 1 - Sep. 30, 2020	857,144	$ 52.21	857,144	$ 307,176
	2,000,000		2,000,000	

(a) On July 16, 2019, our board of directors authorized the repurchase of up to $1.0 billion of Class A common stock and Blackstone Holdings Partnership Units. Under the repurchase program, repurchases may be made from time to time in open market transactions, in privately negotiated transactions or otherwise. The timing and the actual numbers repurchased will depend on a variety of factors, including legal requirements, price and economic and market conditions. The repurchase program may be changed, suspended or discontinued at any time and does not have a specified expiration date. See “Part I. Item 1. Financial Statements – Notes to Condensed Consolidated Financial Statements – Note 14. Earnings Per Share and Stockholder’s Equity” and “Part I. Item 2. Management’s Discussion and Analysis of Financial Condition and Results of Operations – Liquidity and Capital Resources – Sources and Uses of Liquidity” for further information regarding this repurchase program.

As permitted by our policies and procedures governing transactions in our securities by our directors, executive officers and other employees, from time to time some of these persons may establish plans or arrangements complying with Rule 10b5-1 under the Exchange Act, and similar plans and arrangements relating to our Class A common stock and Blackstone Holdings Partnership Units.

Item 3. Defaults Upon Senior Securities

Not applicable.

Item 4. Mine Safety Disclosures

Not applicable.

Item 5. Other Information

None.

Item 6. Exhibits

Exhibit Number	Exhibit Description
4.1	Fifteenth Supplemental Indenture dated as of September 29, 2020 among Blackstone Holdings Finance Co. L.L.C., The Blackstone Group Inc., Blackstone Holdings I L.P., Blackstone Holdings AI L.P., Blackstone Holdings II L.P., Blackstone Holdings III L.P., Blackstone Holdings IV L.P. and The Bank of New York Mellon, as trustee (incorporated herein by reference to Exhibit 4.2 to the Registrant's Current Report on Form 8-K filed with the SEC on September 29, 2020).
4.2	Form of 1.600% Senior Note due 2031 (included in Exhibit 4.1 hereto).
4.3	Sixteenth Supplemental Indenture dated as of September 29, 2020 among Blackstone Holdings Finance Co. L.L.C., The Blackstone Group Inc., Blackstone Holdings I L.P., Blackstone Holdings AI L.P., Blackstone Holdings II L.P., Blackstone Holdings III L.P., Blackstone Holdings IV L.P. and The Bank of New York Mellon, as trustee (incorporated herein by reference to Exhibit 4.4 to the Registrant's Current Report on Form 8-K filed with the SEC on September 29, 2020).
4.4	Form of 2.800% Senior Note due 2050 (included in Exhibit 4.3 hereto).
10.1*	Third Amended and Restated Limited Partnership Agreement of Blackstone Holdings I L.P., dated as of August 10, 2020, by and among Blackstone Holdings I/II GP L.L.C. and the limited partners of Blackstone Holdings I L.P. party thereto.
10.2*	Third Amended and Restated Limited Partnership Agreement of Blackstone Holdings II L.P., dated as of August 10, 2020, by and among Blackstone Holdings I/II GP L.L.C. and the limited partners of Blackstone Holdings II L.P. party thereto.
10.3*	Fourth Amended and Restated Limited Partnership Agreement of Blackstone Holdings III L.P., dated as of August 10, 2020, by and among Blackstone Holdings III GP L.P. and the limited partners of Blackstone Holdings III L.P. party thereto.
10.4*	Fourth Amended and Restated Limited Partnership Agreement of Blackstone Holdings IV L.P., dated as of August 10, 2020, by and among Blackstone Holdings IV GP L.P. and the limited partners of Blackstone Holdings IV L.P. party thereto.

10.5*	Third Amended and Restated Limited Partnership Agreement of Blackstone Holdings AI L.P., dated as of August 10, 2020, by and among Blackstone Holdings I/II GP L.L.C. and the limited partners of Blackstone Holdings AI L.P. party thereto.
10.6+*	Amended and Restated Agreement of Limited Partnership, of Strategic Partners Fund Solutions Associates – NC Real Asset Opportunities, L.P., dated as of September 30, 2014.
10.7+*	Amended and Restated Limited Partnership Agreement of Strategic Partners Fund Solutions Associates Real Estate VI L.P., dated as of April 8, 2015.
10.8+*	Amended and Restated Limited Partnership Agreement of Strategic Partners Fund Solutions Associates Real Estate VII L.P., dated November 4, 2020, and effective as of December 13, 2018.
10.9+*	Amended and Restated Limited Partnership Agreement of Strategic Partners Fund Solutions Associates Infrastructure III L.P., dated November 4, 2020, and effective as of December 24, 2019.
10.10+*	Amended and Restated Agreement of Limited Partnership of Strategic Partners Fund Solutions Associates RA II L.P., dated November 4, 2020, and effective as of April 3, 2017.
10.11+*	Amended and Restated Limited Partnership Agreement of Strategic Partners Fund Solutions Associates VI L.P., dated as of December 19, 2013.
10.12+*	Amended and Restated Limited Partnership Agreement of Strategic Partners Fund Solutions Associates VII L.P., dated as of February 12, 2016.
10.13+*	Amended and Restated Limited Partnership Agreement of Strategic Partners Fund Solutions Associates VIII L.P., dated November 4, 2020, and effective as of December 21, 2018.
10.14+*	Amended and Restated Limited Partnership Agreement of Strategic Partners Fund Solutions Associates DE L.P., dated November 4, 2020, and effective as of February 26, 2018.
10.15+*	Amended and Restated Limited Partnership Agreement of Blackstone CEMA II GP L.P., dated as of November 4, 2020.
10.16+*	Amended and Restated Limited Partnership Agreement of BREDS IV L.P., dated as of November 4, 2020, and effective as of April 3, 2020.
10.17+*	Amended and Restated Limited Partnership Agreement of BXLS V GP L.P., dated as of November 4, 2020, and effective as of December 31, 2019.
31.1*	Certification of the Chief Executive Officer pursuant to Rule 13a-14(a).
31.2*	Certification of the Chief Financial Officer pursuant to Rule 13a-14(a).
32.1*	Certification of the Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (furnished herewith).
32.2*	Certification of the Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (furnished herewith).
101.INS*	Inline XBRL Instance Document – the instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the Inline XBRL document.
101.SCH*	Inline XBRL Taxonomy Extension Schema Document.

101.CAL*	Inline XBRL Taxonomy Extension Calculation Linkbase Document.
101.DEF*	Inline XBRL Taxonomy Extension Definition Linkbase Document.
101.LAB*	Inline XBRL Taxonomy Extension Label Linkbase Document.
101.PRE*	Inline XBRL Taxonomy Extension Presentation Linkbase Document.
104.	Cover Page Interactive Data File (formatted as Inline XBRL and contained in Exhibit 101).

* Filed herewith.
\+ Management contract or compensatory plan or arrangement in which directors or executive officers are eligible to participate.

The agreements and other documents filed as exhibits to this report are not intended to provide factual information or other disclosure other than with respect to the terms of the agreements or other documents themselves, and you should not rely on them for that purpose. In particular, any representations and warranties made by us in these agreements or other documents were made solely within the specific context of the relevant agreement or document and may not describe the actual state of affairs as of the date they were made or at any other time.

Signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Date: November 6, 2020

The Blackstone Group Inc.

/s/ Michael S. Chae

Name: Michael S. Chae
Title: Chief Financial Officer
(Principal Financial Officer and
Authorized Signatory)